

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JULY 5, 1924

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Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.
Goods for Export and Home
Trade in any Desired Package.

Export Office
344 Produce Exchange

NEW YORK

Main Office
527 West 36th Street

PACKING HOUSES:
534 to 540 W. 37th St. 539 to 543 W. 39th St.
547 to 549 W. 35th St.



A TANKAGE DRYER FOR 20 YEARS' SERVICE

Hundreds of Triumph Tankage Dryers have seen more than fifteen years' service and a good many are close to the quarter century mark. You can expect Triumph Dryers to run for twenty years, and you won't be disappointed.

Bulletin 40 tells all about Triumph Tankage Dryers. Write for it.

The C. O. Bartlett & Snow Co.

Main Office and Works: Cleveland, Ohio

Morris' Supreme Anhydrous Ammonia

Absolutely Pure Perfectly Dry

"Every ounce energizes"

25 — 50 — 100 — 150 Lb. Cylinders

Every Cylinder Subject to Your Test
Before Using. Write for prices.

MORRIS & COMPANY

Branch of the North American Provision Co.
CHICAGO

M-239

Packing House Chemists

CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.

"NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash) and Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

What Do You Know About Making Compound Lard? See page 26

How to Dry Cure Bacon With That "Distinctive" Flavor



METAL CURING BOX

It is a matter of pride with all packers to gain distinction of flavor in their dry cured bacon.

With this Brecht product, bacon can be cured with a deliciously mild and appetizing flavor rarely forgotten.

Constructed for durable service, of 12 gauge steel, galvanized. The top is of well seasoned pine, very securely braced. All joints are welded, making cleaning easy and allowing absolute sanitation.

Capacity is 560 to 625 lbs.

Write for prices

Brecht
COMPANY
ESTABLISHED 1853 ST-LOUIS

**Manufacturers of Machinery and Equipment Pertaining
to the Meat and Allied Industries**

BRANCHES:

New York, N. Y.
174-176 Pearl St.

Chicago, Ill.
Monadnock Bldg.

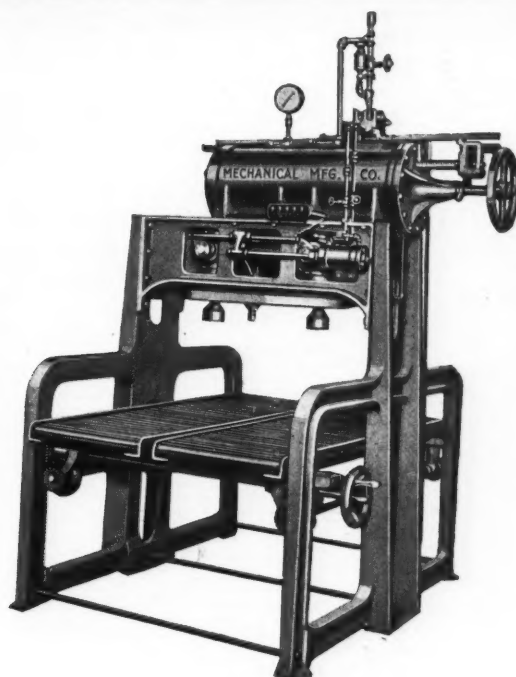
San Francisco, Cal.
67 Second St.

R. W. Bollans & Company
6 Stanley St., Liverpool, England

1853 WE KEEP FAITH 1924
WITH THOSE WE SERVE

**No. 1 Machine**

Recommended for plants whose capacities are not sufficient to warrant the use of a No. 2 special carton filler or a No. 3 special pail filler. Designed for plants requiring rapid and accurate filling of cartons, pails, and similar containers at the rate of from 800 to 1,500 per hour.

**No. 4 Machine**

Adapted for measuring and filling a wide range of styles and sizes of large containers such as tubs, boxes, etc. Capacity: measures and fills 20-lb. to 65-lb. containers at 5,000 to 40,000 lbs. per hour.

Cutting Lard Filling Costs and Increasing Efficiency

Do you know that with the Harrington Automatic Machine you can measure and fill lard or compound at positively the lowest cost possible? And with absolute accuracy, speed and neatness.

It is the one machine that offers all the advantages of previous methods and eliminates their disadvantages. Measures and fills automatically as fast as the product is fed to it. No under or over fills; containers are kept entirely clean by Suction Cut-Off feature. It is the premier machine for this work.

Bear in mind, there is a Harrington machine to fill any and all requirements, regardless of whether you want to fill cartons, pails, tubs or boxes. If you really want to reduce your filling room costs, then investigate this machine. Our catalog showing the standard machines with full descriptions will be gladly sent to those interested. Write for a copy.

THE MECHANICAL MANUFACTURING COMPANY

"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.

Pride Washing Powder

for all packing
house cleaning

After each day's operations, comes *cleaning-up time*—a non-productive period that every packing house operator is interested in reducing to a minimum.

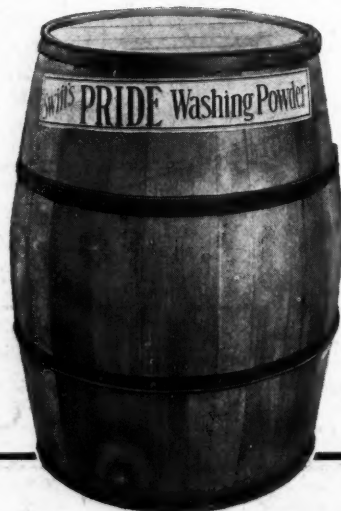
Pride Washing Powder eliminates wasted time, because its action on packing house greases is instantaneous. It is made to meet the heavy duty requirements presented by packing

house floors, walls, utensils, and equipment.

Efficient, harmless, economical, Pride Washing Powder should have the serious consideration of every packing house superintendent.

Order a trial barrel — and do it now while the suggestion is fresh in your mind.

Swift & Company
Soap Department
Chicago



The A.B.C. of Temperatures No. 1

Right Temperatures, the basis in preparing foods

If any old temperatures would do, the cooking, boiling, smoking, scalding or refrigerating problems would be easy. Any novice could do a volume business.

But the present highly technical business, or art, of preparing foods for the American table with uniform flavor, color and texture the aim, requires that certain prescribed maximums and minimums of heat and cold must be attained and maintained.

This applies as well to the elementary first step of hog scalding as it does to the important process of ham boiling. If the scalding-vat water goes above 150 degrees, the result will be cooked carcasses. A maintained temperature is correct and necessary. What it should be depends on the size of the scalding vat and the volume of killing.

Improper scalding (wrong temperatures) causes hair and bristles to break off at the roots. Result—a dark appearing carcass, fit only for second grade stock.

The right temperature is the basis of quality and maximum output in your plant.

Are your temperatures right?

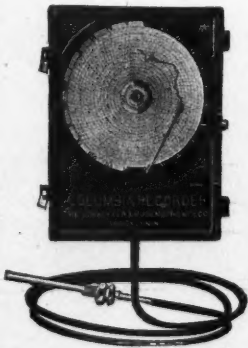
We are specializing on this subject for packers and have a temperature regulation plan to fit your plant.

Our experience in the Meat Products field is at your disposal.

Write for Catalog No. N-49.



Columbia Mercury Reform Dial Thermometer for Ham Vats, Hog Scalding and Sterilizing Vats, Boiling Tanks, Steaming and Smoke Rooms, etc.



Columbia Recording Thermometer for Ham Vats, Hog Scalding and Sterilizing Vats, Boiling Tanks, Steaming and Smoke Rooms, etc.



Installation of 2 Honeco Temperature Controllers and 2 Columbia Recording Thermometers on Ham Cooking Vats. Plant of Adolf Gobel, Brooklyn, N. Y.

Honeco Airless Temperature Controller for Ham Vats, Steaming Tanks, Hog Scalding and Sterilizing Vats, etc.



American Schaeffer & Budenberg Corporation

*Boston
*Buffalo
*Chicago
*Cleveland
*Detroit

THE SCHAEFFER & BUDENBERG
MFG. CO.

SUCCEEDING

AMERICAN STEAM GAUGE
& VALVE MFG. CO.

HOHMANN-NELSON COMPANY

*Tulsa
*Philadelphia
*Pittsburgh
*Los Angeles
*Salt Lake City
*Seattle

General Offices: Berry and South Fifth Streets, Brooklyn, N. Y.

*Stock carried at these branches

It is Revolutionizing Meat Grinding

The New **"BUFFALO"** Meat Grinder

SURELY you are interested in this marvelous machine! Every sausage maker must be interested. It's the talk of the industry. A wonder! Works almost like magic. Cuts faster than a man can feed! Guaranteed no heating of bearings! No unnecessary repair bills!

Send for this Catalog

You'll find in it the style and size grinder best suited for your needs. You'll read what men who are using it say about the new "BUFFALO." You'll learn why this machine has made such a remarkable success—cutting down running time, turning out a superior product more economically.

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

51 Broadway

BUFFALO, N.Y., U.S.A.



Meat Loaf Pan, Made in 3 Sizes

A SUGGESTION IN FINE BUTCHERY

The Adelmann Meat Loaf Pan with yielding spring pressure, used in producing superior food products, such as tongue loaf, midget ham, roast ham, meat loaf, etc.

Products of Meat Loaf Pan

Made in three sizes

M-1	5 lbs.
M-2	8 lbs.
M-3	12 lbs.



Tongue Loaf

Midget Ham

Roast Ham

HAM BOILER CORPORATION

1762 Westchester Ave.

New York City

Represented in Great Britain by The Brecht Co., 6 Stanley Street, Liverpool, and 12 Bow Lane, London
 South American Representatives: The Brecht Co., Calle San Martin 335, Buenos Aires
 Canadian Representatives: Gould, Shapely & Muir Co., Ltd., Brantford, Ont.

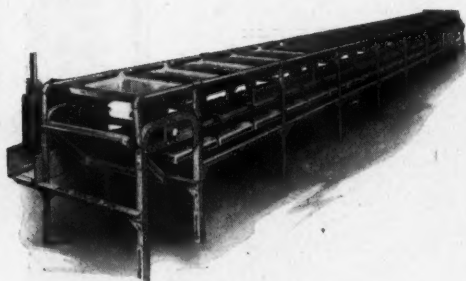
QUALITY

ANCO

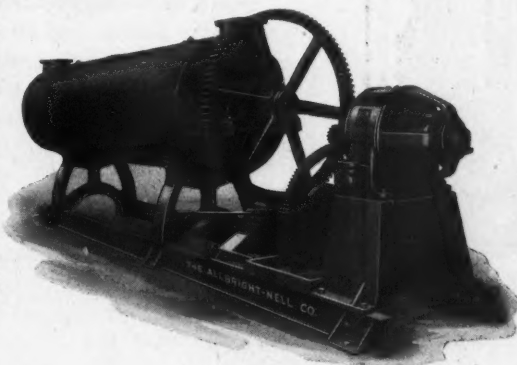
SERVICE

"THE best is the cheapest in the long run." One single break-down will increase the cost of a cheap machine a great deal and repeated break-downs make its cost many times the purchase price. Realizing this we have always put the highest quality of materials and workmanship into Anco machinery and

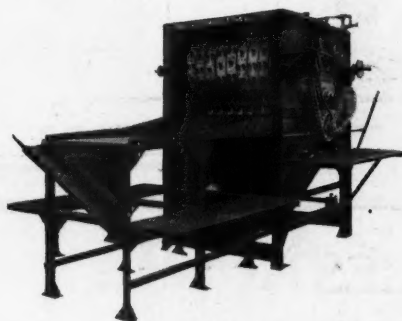
in our machine design we have always paid particular attention to durability, lubrication, and the ease of replacing worn parts.



No. 17



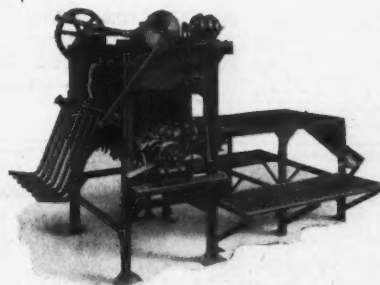
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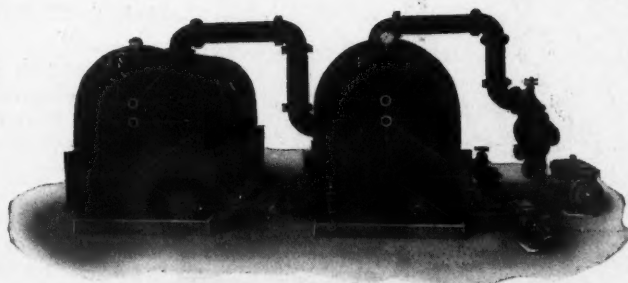
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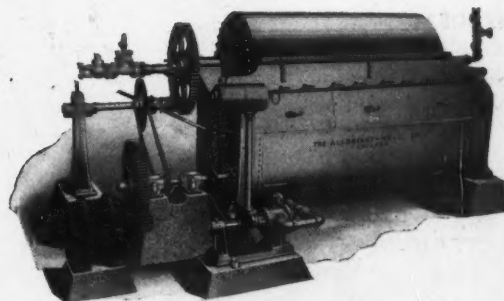
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No. 156



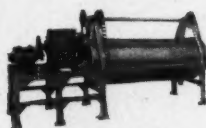
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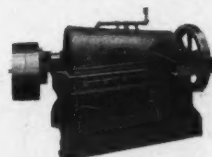
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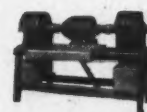
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No. 66



No. 171



No. 29

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO, ILLINOIS

Southwark Hydraulic CURB PRESSES

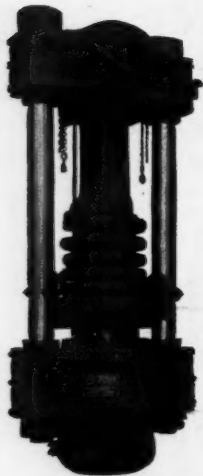
Will Extract the Liquid Content from Any
Material that Can be Placed in the Curb.

*No special preparation of material is necessary
with these presses—*

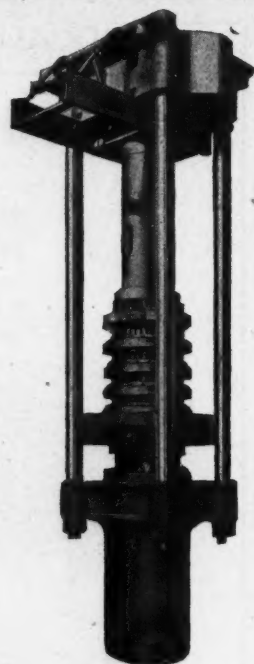
Southwark presses will recover the maximum quantity of oil or other liquors from tallow, cracklings or similar material. No special preparation of material is necessary when using these presses as any thing that can be placed in the curb can be compressed without any danger of breaking the machine.

These presses can be furnished in either the two or four column types and also in the self contained style in which the pump and motor are an integral part of the machine, no other hydraulic apparatus being required.

We can make immediate shipment on the four-column type presses.



TWO-COLUMN
CURB PRESS



FOUR-COLUMN
CURB PRESS

SOUTHWARK
FOUNDRY AND MACHINE CO.
ESTABLISHED 1838
PHILADELPHIA, PA.

CLEVELAND
SWETLAND BLDG.

434 WASHINGTON AVE.
PHILADELPHIA, PA.

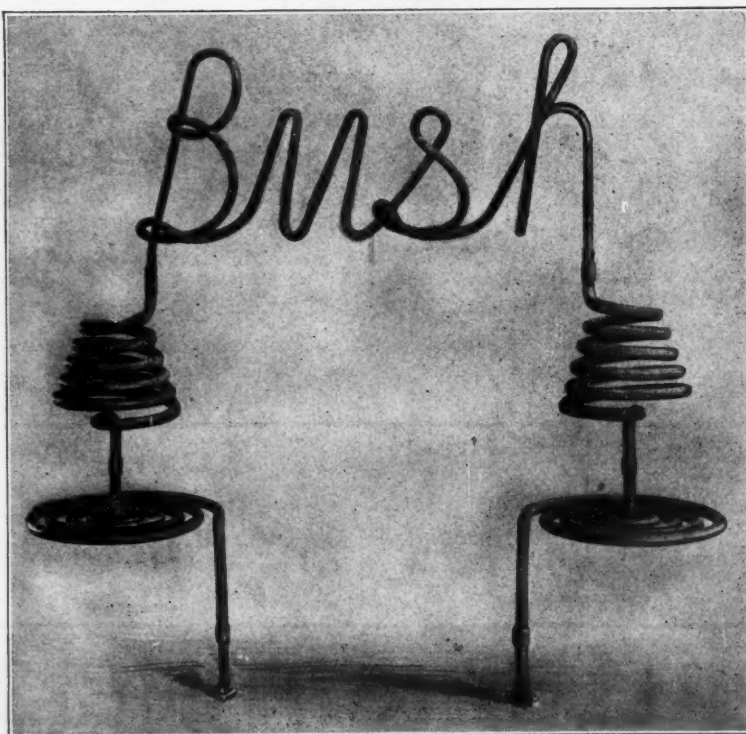
CHICAGO
FISHER BLDG.

REMPE COMPANY CHICAGO

MANUFACTURERS
OF
Ammonia Drums and
Oil Traps Manifolds,
Attenuators
Return Bends

*Galvanized and
Painted Coils a
Specialty*

Iron Pipe
Coils
and Signs



MANUFACTURERS
OF
Iron Pipe Coils for
Ice and Refrigerating
Machines Heaters,
Soap Makers, Blast
Furnaces,

Coils of Any Shape
or Description
In Any Desired Con-
tinuous Length

Phone
Kedzie 0483 or 0400
or write
3000 Carroll Ave.

The New "Boss" Jumbo Cutter and Mixer

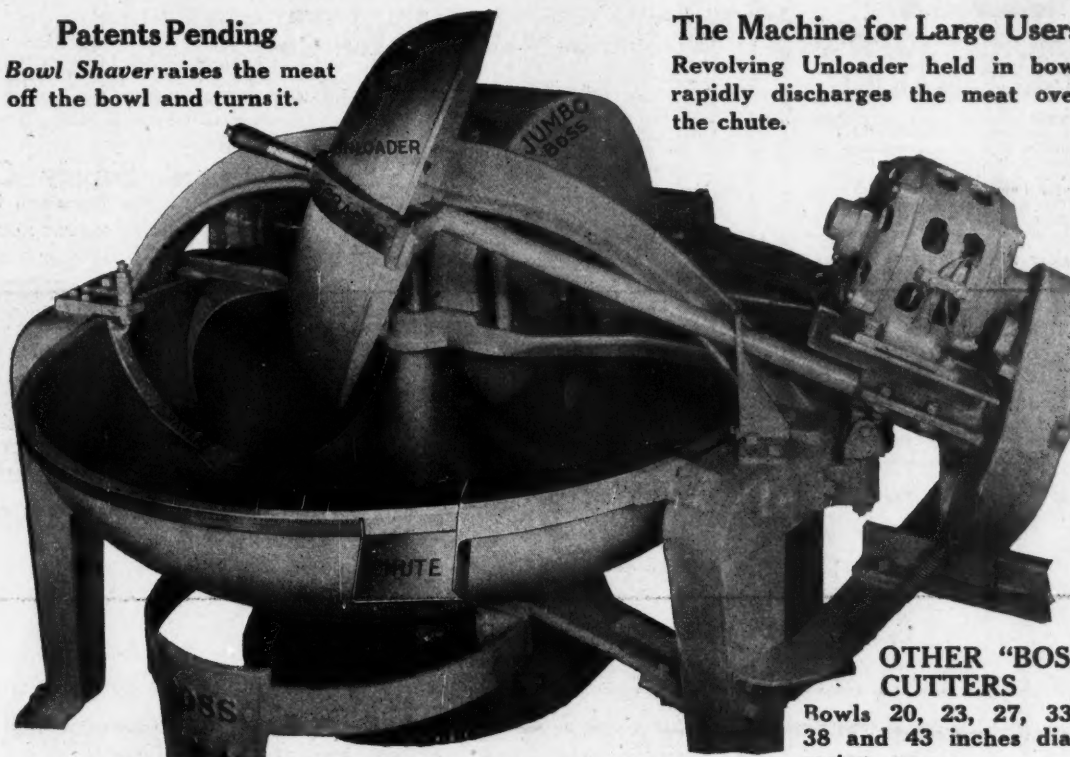
Cuts meat uniformly fine, turns and mixes it into High Grade Sausage Dough. When done, meat is rapidly discharged with more gainage than by any other One Machine.

Patents Pending

Bowl Shaver raises the meat off the bowl and turns it.

The Machine for Large Users

Revolving Unloader held in bowl rapidly discharges the meat over the chute.



OTHER "BOSS" CUTTERS

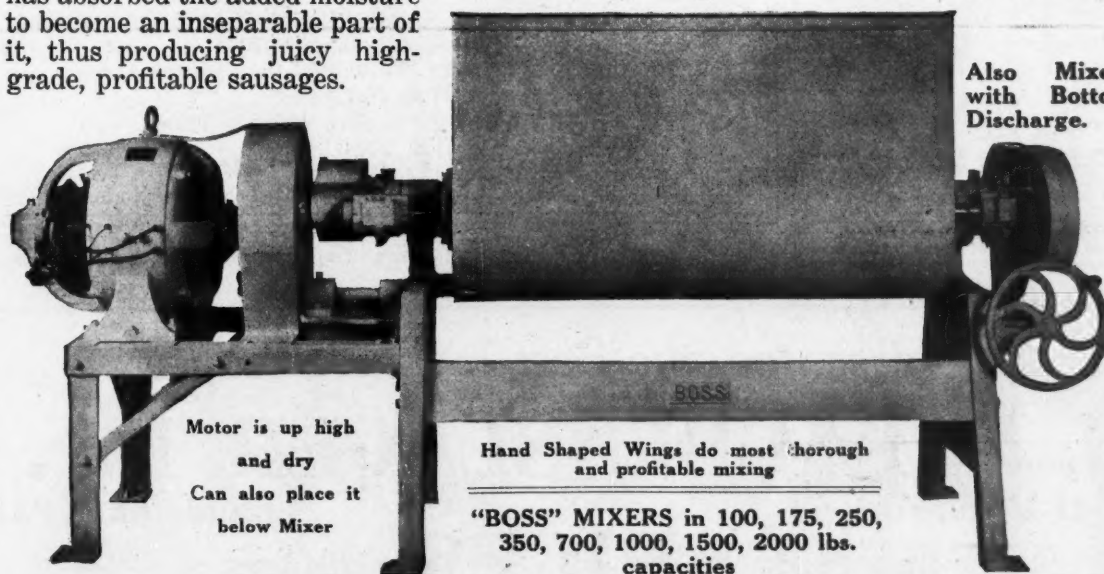
Rows 20, 23, 27, 33, 38 and 43 inches diameter.

Bowl 56 in. 9 Knives. Capacity 550 lbs. Motor, 40 HP. Speed 1150. Weight 5,500 lbs.

Their Hand Shaped Wings work and mix every meat fibre until it has absorbed the added moisture to become an inseparable part of it, thus producing juicy high-grade, profitable sausages.

Dumping "Boss" Mixers

Also Mixers with Bottom Discharge.



Motor is up high and dry
Can also place it below Mixer

Hand Shaped Wings do most thorough and profitable mixing

"BOSS" MIXERS in 100, 175, 250, 350, 700, 1000, 1500, 2000 lbs. capacities

THE CINCINNATI BUTCHERS' SUPPLY CO.


CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage
Outfits

Factory and Main Office
1972-2008 Central Ave. CINCINNATI, OHIO



BAKER
System
Refrigeration

**PUTS MORE PROFIT IN
SAUSAGE MAKING**

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenally low cost.

With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

Every Baker Plant Built to Order.
Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problem to our Board of Engineers for solution. No obligation.

Baker Ice Machine Co.
Omaha, Nebraska.



Koch Patented Wire Sausage Form

is manufactured under the Koch Patent, and we hereby warn all manufacturers and users of infringements that they will be vigorously prosecuted.

Note the Simple Hinge

An outstanding feature of the KOCH FORM is the simplicity of the Sanitary Hinge and Locking Device. Closely-woven or assembled hinges or fastening loops are sure to collect sausage meat and other foreign matter. This results in condemnations.

VERY LOW PRICES

Owing to immensely increased production we have been able to establish VERY LOW PRICES which will place these ORIGINAL KOCH FORMS within the reach of EVERY SAUSAGE MAKER.

Square or Round Styles any size or mesh

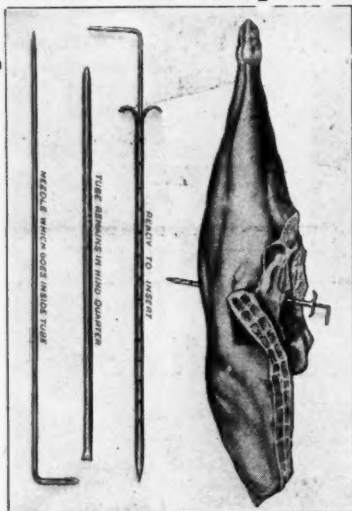
Manufactured only by

Western Butchers' Supply Co.
156 Fourth St. San Francisco, Cal.

FOR SALE BY LEADING BUTCHERS' SUPPLY HOUSES



Prevent Sour Rump Joints



(Patent Applied for)
Progressive Butchers and Packers Use the **BROZ JOINT AERATOR** To Prevent Sour Joints, Thereby Eliminating one of the Worst Causes of Loss in the Handling of Fresh Meats. Write for information.

BROZ JOINT AERATOR
340 Sansome St. San Francisco, California

The Stockinet Smoking Process



Saves
Labor
Trimmings
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, **SQUARE Butts** and Appearance

The Ham Season is Now On

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are **Why Not You?**

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

516 East 28th Street, Chicago, Ill.

Telephone Calumet 0349

If you are looking for help, refer to the Classified Advertisement page.

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

35 years reputation among packers for quality

Smoking Meats with Airoblast

Produces the Best Results



Illustration of Airoblast Installation

Uniformity of Product Is Assured
Smoke House Costs Reduced to a Minimum

Further particulars furnished by addressing

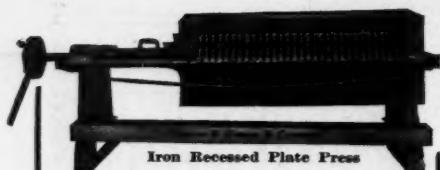
Airoblast Corporation

3948 So. Hamilton Avenue

CHICAGO, ILL.

AIROBLAST

*The Modern Method
of Smoking Meats*



Iron Recessed Plate Press

Filter Presses

FOR LARD & OIL REFINERIES
BEEF EXTRACT, GLUE &
SOAP MANUFACTURERS

Tankage and Curb Presses

PACKING HOUSE MACHINERY
AND EQUIPMENT

Write for Information and Prices

William R. Perrin & Company
Fisher Building Chicago, Illinois

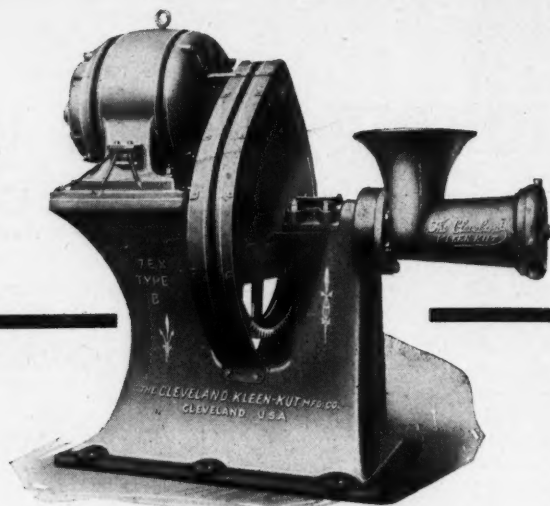
Keeps It Fresh and Clean

The majority of Sausage Meat packers in the United States use this attractive, snow-white wood-fiber package. It protects and sells the sausage. Gains added business—increased profits. You should adopt it for greater sales volume.

KLEEN KUP

Send for Samples

Mono Service Co.
NEWARK NEW JERSEY



A Super Chopper

With The Cleveland KLEEN-KUT No. 7E-X-TB You Get—



For Sale by leading
butchers and
packing supply
houses and job-
bers.

1. More chopper for your money.
2. Strong, sturdy, reliable.
3. Greater resistance to break-downs.
4. Longer life and constant service.
5. Brute power and driving force.
6. Greater production.
7. More product per dollars invested.

Specifications

Model 7E-X-Type-B

Meat Cutting Capacity, 8000 lbs. per hour.

Motor 25 h. p.

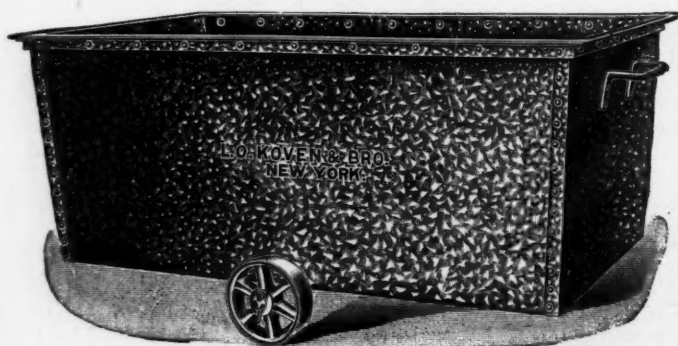
Plate Size 85 1/8"

Size overall, 26x72

The Cleveland Kleen Kut Mfg. Co.

Cleveland

Ohio, U. S. A.



Galvanized Sheet Steel Car

L. O. KOVEN & BROTHER

154 Ogden Avenue Jersey City, N. J.

Manufacturers of Special
Steel or Monel Metal Cars

Also

Tanks Tables Sinks
Chutes Flues

and other sheet metal specialties



When you buy cans you buy men too

IT takes more than just tin plate and machinery to make containers—it takes men's energy, brains, inventiveness, enthusiasm.

It is men who interpret your order for cans, and men who fill it to your best interest. It takes men to see a new container need—to create and manufacture the new container needed.

And it is only as men wish to serve that factories and machines have power to serve too.

Equipment, buildings, material resources,

all these are important. But what of the men who produce your containers?

When you place your order with us a host of Canco men figuratively become your employees. These Canco men include experts in design, equipment and production. They are experienced, resourceful, earnest.

Factories can be built faster than fully qualified men can be found to operate them. The Canco organization has been long in the making. It is this organization that makes Canco Quality and Canco Service real and important factors in working out package problems.

Let a Canco representative study your container needs with you. Perhaps he—with the Canco men behind him—can show you the way to a better package—a Canco package.

American Can Company

NEW YORK

CHICAGO

SAN FRANCISCO

American Can

CONTAINERS OF TIN PLATE • BLACK IRON • GALVANIZED IRON • FIBRE





Pails & Drums

for
LARD
and

COMPOUND

Also Sanitary Key-Opening

MEAT CANS

Containers of superior quality at reasonable prices for prompt shipment.

Wheeling Corrugating Company

CAN DIVISION

Wheeling

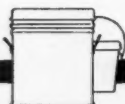
W. Va.

Van Dam St. &
Nelson Ave.,
Long Island
City, New
York

Columbia Bldg.
Columbus,
Ohio

2547 Arthing-
ton Ave.,
Chicago, Ill.

1118 Praetorian
Bldg.,
Dallas, Texas



See page 65 for Classified advertisements

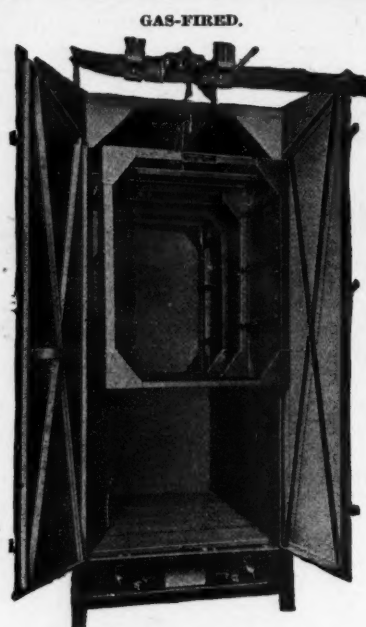
Get rid of odors

How much money do you spend in a year trying to get rid of the odors in your plant?

Have you been successful? If not, why not try the **Henderson-Haggard Chlorine Process**, which is installed under **Positive Guarantee** to eliminate odors.

It is safe, simple, cheap.

W. J. SPRINGBORN
Consulting Sanitary Expert
15 East 40th St. New York



BRAND'S Tracking-Smoke-House Smoke Your Own Meats and Sausage

Built in sizes to smoke from 1,000 to 4,000 lbs. Frankforts per eight hour day. Cost of smoking LESS than ten cents per hundred pounds. Asbestos lined. Heats quickly. Works fast.

M. BRAND & SONS

Designers—Manufacturers

First Ave. & 49th St.,
NEW YORK



Quality and Profit

in Boiling Hams

by using **Arco Retainers**

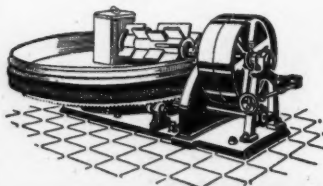
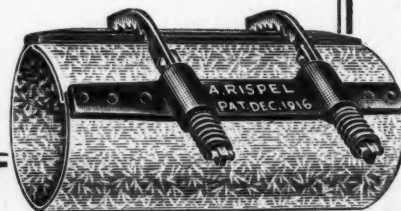
Our automatic flat aluminum retainers are the only ones that force the meat out automatically when removing the top cover. Spring bottom comes out with the ham without tearing the meat or skin. Made in 3 styles and 12 sizes.

Our Automatic Spring Cylinder Retainers produce perfect round hams. They press while the ham boils. Made in 10 sizes.

Send for our descriptive catalog

A. Rispel & Co.

1617 N. Winchester Av.
CHICAGO, ILL.



Grasso's New Table Worker

GRASSO'S

"Original Holland" Margarine Machinery

Sold in America only by the

A. H. BARBER-GOODHUE CO.

316 W. Austin Ave. CHICAGO, ILL.

Freezer and Cooler Rooms for the Meat and Provision Trade
Specialists in **CORK INSULATION** Details and Specifications on request
207 E. 43rd St. **Morrow Insulating Co., Inc.** NEW YORK

Every Season Has Its Needs

Requirements for the Summer Months

SELECTED EXTRA NARROW HOG CASINGS

(For Frankfurters)

BEEF BUNGS

(For large Bologna)

SMALL BEEF BLADDERS

(For minced Ham)

MEDIUM SHEEP CASINGS

(For Frankfurters)

NARROW SHEEP CASINGS

(For "Stand" Frankfurters)

BEEF MIDDLES

(For Bologna)

Quality and Prices right—Send us your orders now.

The Original Firm—Established 1868

S. OPPENHEIMER & CO.

**96 Pearl Street
NEW YORK**

**2700 Wabash Avenue
CHICAGO, ILL.**

HAMBURG
Luisenhof 8

LONDON
47-53 St. John St.
(Smithfield)

WELLINGTON, N. Z.
Boulcott Street

Foreign Correspondence Invited

BORCHMANN & STOFFREGEN Sausage Casings

546 West 40th Street
New York - N. Y.

BECHSTEIN & CO. IMPORTERS AND CLEANERS OF SAUSAGE CASINGS

CHICAGO: 723 West Lake Street NEW YORK: 50 WATER STREET
LONDON: 5 St. John's St., Smithfield, E. C. Telephone No. 1251 Broad

'OPPENHEIMER CASING CO.

Importers and Exporters of
SAUSAGE CASINGS
New York London
Toronto Buenos Aires CHICAGO, U. S. A. Wellington

Sheep Casings
Hog Casings
Beef Casings

California By-Products Co.

IMPORTERS EXPORTERS
Main Office Eastern Branch
2007 San Bruno Ave. 508 West 43rd St.
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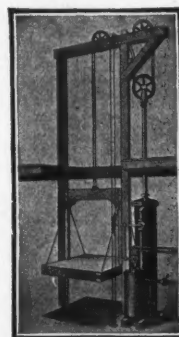
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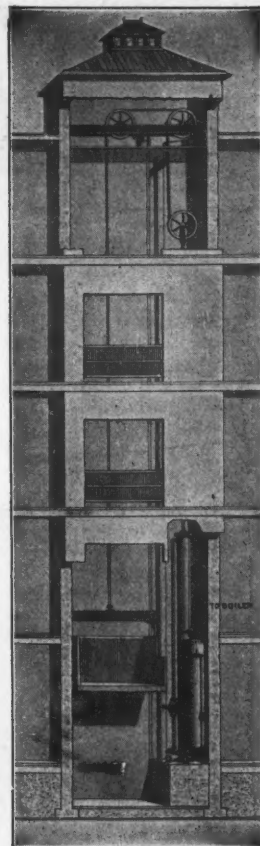


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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 1

Packer's Remedy Rests with Producer

**Overproduction Must be Discouraged
or Both Producer and Packer Will
Suffer — Views of an Authority**

While the salesman was taking his Fourth of July vacation the discussion turned back to "What's the Matter with the Packing Business," and the packer was given a few jolts.

He was told not to blame the salesman, that it was his own fault because he bought too many hogs and paid too much for them.

This view is answered in this issue of THE NATIONAL PROVISIONER by an authority on both production and packing, whose experience and official connections make his statement of importance.

Conditions confronting the packer during the past season have been unavoidable, according to this authority.

What Makes the Hog Price?

Competition in buying hogs is what makes the price. Record hog runs had to be absorbed, and the consequent volume of product disposed of. The result was a product glut, and forced sales to get it into consumption.

The job of handling the largest number of hogs ever slaughtered in a similar period, and disposing of the product to the best advantage, is the job that almost broke the packer's back.

The best guesser on future product prices—provided he did not follow competition too far, and buy his hogs regardless of price—was the packer who came out best in the long run, in spite of all the difficulties of buying, operating and selling that he was forced to face.

Operating Costs vs. Salesmanship.

In this observer's opinion, low operating costs are more important than superior salesmanship.

But the big remedy is to reduce hog production to a level with consumptive demand.

Oversupply is undesirable from the standpoint of the packer. Therefore the producer should be told that the trade will take just so much livestock and no more. If producers disregard this, they must accept the penalty in prices below cost of production.

Problem of the Packer Is to Educate Producer to Avoid Overproduction

Discussion of the packer's problem from a point of view which takes in the livestock producer, and which points to him as the source of packing difficulties, is found in the following letter from a market expert who speaks with some authority:

Editor THE NATIONAL PROVISIONER:

If it is permitted that one not directly connected with the packing industry, but in rather close touch with it, may join the discussion of the present packing situation, the writer would like to offer the following:

In the various letters appearing in THE NATIONAL PROVISIONER there seems to be rather general unanimity on one matter, the difficulty of realizing a profit from hog-killing operations.

But when it comes to pointing out the causes of this situation there is no such agreement, but rather an inclination on the part of representatives of different departments to put the blame elsewhere. The

buying department pays too much for hogs—the management seeks volume and sacrifices profit—the sales department is weak-kneed and salesmen fail to get prices which cover costs and profit.

Situation Beyond Their Control.

While there may be some truth in each of these different opinions, it seems to the writer that neither separately nor combined do they adequately explain the situation prevailing during the past several months.

This situation, in the writer's opinion, has been due to causes largely beyond the control either of departments or managements. These causes were inherent in the situation in which the industry was put, through no fault of its own, and their effects could not have been avoided by the action of individual executives, and probably not by any concerted action by an organization of executives.

The factors controlling this situation, in my opinion, can be briefly stated:

Hog and Product Glut.

1. The packing industry during the first five months of the present packing year, November 1 to April 1, has had to handle the largest number of hogs ever

slaughtered during a similar period. The inspected slaughter for the five months this year was 26,698,000 compared to 23,749,000 for the same months in 1922-23 and 23,494,000 in 1918-19.

2. It has had to distribute through domestic channels the largest volume of pork products ever distributed during this period. Although exports were somewhat larger than last year, and the average weight of hogs slaughtered somewhat smaller, these combined did not begin to offset the production from the increased slaughter.

Weak and Declining.

3. While the accumulated storage supplies on April 1 have only been exceeded during the war and post-war years of 1918, 1919 and 1920 for the same date, the actual accumulation since November 1 was less than last year, in spite of an increased slaughter of 3,000,000 hogs. The large carryover into the new packing year was a large factor in present storage stocks. Products from increased slaughter this year have gone into current consumption.

4. The distribution of this volume of products has been on a generally weak and declining market for products.

5. In order to dispose of this great

volume of products consumptive channels have been over-supplied and sales have been forced.

Hogs Had to Be Marketed.

This situation was unavoidable. The hogs were in the country and had to go to market. There was no possibility of limiting packing operations for the hogs had to be taken care of. Market supplies of the raw material hogs—and not consumptive demand for products control packing house operations.

No individual packer could improve the situation by curtailing his own operations. Resort to storage was carried at least as far as seemed safe, in view of the probable supplies of hogs during the coming spring and summer months.

In this situation there was not and could not be any fixed price on products. These had to be sold and prices had to be made that would move them.

Sales managers and salesmen under such circumstances are powerless to maintain prices, for costs have no control over products that must be sold. It has been a buyers' market.

Product Price Governs Hog Price.

The prices obtainable for products determines what will be paid for hogs; that is, the direction of price is from products to raw material. The sequence of purchase, manufacture and sale, however, is from hogs to products.

On a continuing weak and declining market it results that hogs, bought even on a 'cut-out' basis, will show a loss when the product is sold. Hedging in the provision market may lessen these losses, but cannot eliminate them.

Hog prices are set by killer competition for hogs. Current prices of products during recent months, and hoped-for prices this summer for stored supplies, determined buyers' judgments as to hog values.

This competitive judgment possibly did not foresee the very large marketings of hogs and the weak and declining current market for products, and did not sufficiently discount these. The future will show whether this judgment as to this summer's prices was sound or otherwise.

Reasons for Packer Success.

Packers who produce only high-quality products, and who have built up a consumers' demand for these under brand names, no doubt have been in a better position than packers who produce all qualities of products. But since only a limited percentage of hogs marketed can be made into such quality products, it has been obviously impossible to put the whole industry on a quality basis.

Hence it was, perhaps, good fortune rather than better business judgment or better salesmanship that accounted for better financial results.

Low operating costs, through efficient use of labor and equipment and low overhead are, in the long run, probably more important factors in packinghouse profits than is superior salesmanship.

Over Supply is Undesirable.

The difficulties to the packing industry involved in handling the enormous hog production of 1922 and 1923 would seem

to justify the conclusion that such an over-supply is as undesirable from the standpoint of the packer as it is from that of the hog producer; also that physical volume is a handicap when all the economies of capacity operation are more than wiped out by difficulties in merchandising.

In view of this situation, it might be desirable for the packing industry to attempt to influence more directly than it has heretofore done the volume of hog production.

Yours very truly,
MARKET OBSERVER.

Packer is to Blame

If He Buys More Than He Can Possibly Sell

This packer is a skeptic. He says 90 per cent of the trouble is with the management.

No salesman on earth can sell more product than there is a market for.

It is the packer who buys hogs when he knows he'll cut them at a loss who is to blame.

It's no use to try to educate him on costs, says this packer. Every packer knows his costs in a general way.

Supply and demand given the price, and until the packer learns to base his buying on the demand, there can be no permanent remedy.

This packer writes as follows:

Editor THE NATIONAL PROVISIONER:

I see by copies of THE NATIONAL PROVISIONER received during my absence that the question of "What's the Matter With the Packing Business" is still agitating the trade.

When I left here the hog buying seemed to be the question under consideration; now it's the salesman's shortcomings. We suppose next week it will be some other excuse.

The trouble is that the management is at fault. As about ninety per cent of the success of the packing business is in the

management. We should look to this department to correct most of the present evils in the business.

If the manager orders hogs when he knows there is a loss in them, he certainly cannot blame anybody else but himself for the business showing a loss, as there is no breed of salesman that we have ever seen that could get much more than the market for product, no matter how good it was.

If the man who is managing the business continues to buy more product than there is a demand for, he must either freeze it, put it in the cellar or sacrifice it.

You will not see any permanent change for the better until packers stop buying more hogs than their trade requires, hoping for an advance to let them out.

Every packer knows in a general way what it costs him to do business, and it is wasting valuable time in trying to educate them in the matter of costs.

The supply and demand governs the price the packer gets for his product, regardless of whether he figures it costs him one price or another. A man cannot hold all the product he manufactures, and if he restricted his buying to the needs of his demand, the situation would clear up quickly.

Yours truly,
VETERAN PACKER.

Make Right to Sell Right

Full Yield and Quality Product Offered as Remedy

A former packinghouse foreman who has been studying conditions closely offers the following suggestion as a contribution to the "Sell Right" discussion:

Editor THE NATIONAL PROVISIONER:

I have been following your "Sell Right" campaign very closely and am very much interested.

As an ex-foreman of one of the larger packers, I have experienced all of the different criticisms that the average salesman produces, and I want to call to your attention the fact that to "sell right" we must "produce right."

I believe that there is a reason why there is a sales resistance. By sales resistance I mean the lowered price.

I really think our greatest trouble lies in the hands of the small packer.

Full Yield and Quality.

It is known that the pioneers in the business have given years of study to produce a FULL YIELD of product, to have that product stand out as QUALITY and at a minimum cost.

There are too many small packers operating in a haphazard manner. What is the result?

The small packer cuts loins narrow, trims them lean, and nearly every one of them cutting them short, with no regard for yield. When the salesman from the packer who does consider yield comes along, he encounters the first sales resistance.

This is where the price cutting begins. Either cut the price or cut your yield.

To cut the yield means to produce some other cut out of proportion, or increase the products that bring little money, such as lard and trimmings, that require extra handling and are a drag on the market.

We feel that if these things were taken into consideration, salesmanship would again become an art, and only those who study product and conditions could survive.

Yours very truly,
EX-FOREMAN.

Short Form Hog Test

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THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

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Meat Trade Around the World

New Source of Meat and Fat Supplies Which May Turn Out to be Serious Competitor

III—Meat Supplies in Mongolia

By Dr. Jacques Maguite.

[EDITOR'S NOTE.—This is the third of a series of articles on the meat and allied industries in various parts of the world. The writer of this article is an authority on a little-known country, and his information is of special interest.]

The revolution in Russia has in many ways destroyed the economic life of the country and has, as will be readily understood, changed those factors and sources of statistics by which one gains definite and right deductions on economic matters.

But inasmuch as Siberia, in contradistinction to the other parts of Russia, is fast returning to normal conditions, and at the present moment is struggling to rise from the general chaos, and will in the near future recover, what is said here presupposes the already-established order in the presence of which economic life is reviving.

Cattle-breeding in Siberia had during the war an enormous influence on the meat markets of both capitals of Russia, Moscow and Petrograd; up to 50% of the meat consumed by the inhabitants of these cities was furnished by cattle brought from Siberia. The cattle brought from Siberia to the centers of Russia are not less important than the cattle of Southeast Russia and the Southwest region; in the future, undoubtedly, the importance of the so-called "Siberian cattle" will grow considerably by reason of the decline of cattle-breeding on the Russian steppes.

Ranges Fast Disappearing.

In all South Russia, as a result of the increase of ploughed lands, the steppes are disappearing. Corn is driving out cattle, as well as sheep. In due time, of

course, extensive steppe or range cattle-breeding will be supplanted by intensive farm culture. But this change is slow in coming and as yet can be noted only in a very few places in the central and

on the markets of European Russia. Cultural cattle-breeding gives quality meat, but it does not give meat in sufficient quantity and at prices low enough to satisfy the wants of the populace.



NOT MUCH TO LOOK AT, BUT MAKES GOOD BEEF.

This is a typical specimen of the better kind of Mongolian cattle. These animals are extremely hardy and thrive under almost impossible conditions. If properly prepared and handled, beef from these cattle is suitable for Western European consumption.

southern districts of this vast country.

But even a strong development of farm cattle-breeding cannot be expected to solve the present meat crises evidenced by the scarcity of meat and its high costs

Just as in England, France and Germany, so also in Russia, the cultural local cattle-breeding will serve for the table of only the well-to-do classes, and the masses in the big cities will have to rely and are already relying almost exclusively on imported meat products. The rapid growth of cities, the development of industries, inland and foreign trade, all this taken together raises the prices of meat, as of all other food products, and makes even European Russia dependent on the increase of imports of a corresponding character.

The importation of so-called "Siberian meat," as described above, will in the near future furnish not only 50%, but a still larger percentage of the meat brought into the capitals of Russia.

What Is "Siberian" Meat?

What is comprised in the term "Siberian" meat? I have purposely used the expression. The fact is that a considerable part of the Siberian cattle brought into Moscow and Petrograd are really Mongol cattle. Mongolian cattle are registered only at certain border points of Mongolia; and afterwards the cattle-breeders take them to fatten on the steppes of Semirechie and Semipalatinsk provinces, driving by degrees toward the Siberian railway. There, at certain stations, the cattle are taken from the road

(Continued on page 42.)



PRIMITIVE SLAUGHTERING METHODS IN MONGOLIA.

Practically all the slaughter houses in Mongolia are owned and operated by Germans. Methods of slaughter and handling are very primitive.

RULING IN PACKER AUDIT CASE.

The recent order of Judge Adam C. Cliffe of the Federal District Court of Chicago in connection with the injunction brought against the Secretary of Agriculture by Swift & Company, Wilson & Co., and the Cudahy Packing Company, to prevent inspection of the books of the large packers by Department agents, is explained in detail in the following statement of counsel for one of the packers involved.

The ruling just handed down does not grant to the Secretary of Agriculture the right to examine the packers' books but merely overrules the motion of the packers to dismiss for want of jurisdiction the petition of the Government for writ of mandamus:

The order of Judge Cliffe, entered June 28th, as modified July 2nd, overrules the motion of the packers to dismiss for want of jurisdiction the petition of the Government for writ of mandamus to compel the packing companies to give the Secretary of Agriculture access to all their accounts, records and memoranda, and further gives the packers fifteen days from June 28th to file an answer.

The motion of the packers was based upon the ground that the District Courts of the United States have no power to issue the writ of mandamus in an original case unless such power is specifically conferred by legislation and that no such power has specifically conferred by the Packers and Stock Yards Act, 1921.

The order of Judge Cliffe merely decides the jurisdictional question. The court will still have to decide whether the packers should be required to give the secretary the broad and full access to their books and records which he demands.

In his petition, the Secretary of Agriculture takes the position that under the Packers and Stock Yards Act, 1921, his employees are entitled to have full, complete, continuous and permanent right of access to all of the accounts, records, memoranda, correspondence, books and papers of every description of the packing companies.

The packing companies contend that the Government has no authority to make indiscriminate search through all of the records, its inquiries must be limited to cases where proceedings or investigations are pending against a packer involving charges

of unreasonable restraints of trade and unfair trade practices in interstate commerce prohibited by the law.

If Government employes have unlimited access to the books of the packing companies, as contended by the Secretary, then no one can be secure from disclosures of trade secrets and personal affairs, as to which no shadow of illegality attaches and in which the public has no legitimate interest.

The Fourth Amendment to the Constitution, prohibiting unreasonable searches and seizures, was adopted for the very purpose of protecting citizens from just such excursions through their innocent papers and personal effects in the absence of judicial authority based upon proceedings charging some definite and probable violation of law and limited to such charges.

In contesting the claim of the Secretary to such unrestrained access to their private books and papers, the packing companies are simply trying to preserve the rights guaranteed to all citizens by the Constitution.

FEWER SPRING PIGS.

The June, 1924, pig survey of the Department of Agriculture shows that the flood of hog production in the corn belt that reached its high point in the spring pig crop of 1923, and began to go down in the fall of 1923, is now rapidly receding and has about reached normal level. A decrease of about 8,000,000 hogs in the spring crop in the corn belt is indicated.

The department survey is based upon reports collected by rural mail carriers

from 123,000 individual farms in all parts of the United States, of which 70,000 were in the corn belt.

Decrease of 20 Per Cent.

A decrease of about 21 per cent in the number of sows farrowing for the country as a whole in the spring of 1924 from the spring of 1923 was shown by the survey. Because of a slight increase in the average number of pigs saved per litter this spring the reduction in the number of pigs is 20 per cent.

The number of sows bred or to be bred for fall farrow this year shows a decrease of 6 per cent from the number farrowing last fall. This indicates a probable reduction of 10 to 15 per cent in fall pigs, provided intentions as of June 1, are not modified materially by subsequent conditions.

In the corn belt the decrease in the number of sows farrowing this spring is 20 per cent and of pigs saved 17 per cent, while the number of sows bred for fall shows a decrease of 11 per cent.

All other regions show a sharp decrease in the 1924 spring crop, although individual states in the far west show increases. In the south central region, extending from Kentucky to Texas the decrease is 36 per cent. All regions except the corn belt show more sows bred for farrow this fall than farrowed last fall.

Of the eastern corn belt states, Illinois and Wisconsin show the largest decreases in sows farrowing this spring, this being about 24 per cent in each state. Of the western corn belt states, Kansas shows the largest reduction, amounting to 30 per cent, while Missouri shows 24 per cent, Iowa 18 per cent and Nebraska 19 per cent. In the south the most important surplus producing states show the largest decreases in sows farrowing this spring. The decrease in Kentucky amounts to 35 per cent, Tennessee 36 per cent, Oklahoma 50 per cent and in Texas 33 per cent.

Decrease In Hogs Raised.

This survey shows a production of about 32,000,000 hogs in the corn belt from the 1924 spring pig crop. This is a slight increase compared to the 31,000,000 produced from the spring crop of 1921, but a very decided decrease from the 38,000,000 of 1922, and the 40,000,000 of 1923.

The breeding intentions for this coming fall in the corn belt indicate a probable production of about 15,000,000 hogs. This is about the same as the production from the 1921 fall crop and a substantial decrease from the fall crop of 19,000,000 in 1922, and 18,000,000 in 1923.

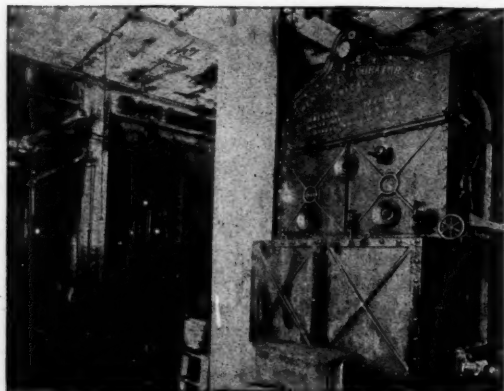
Packers' Convention

The nineteenth annual convention of the Institute of American Meat Packers will be held at Chicago, October 20, 21 and 22, 1924.

The Executive Committee of the Institute decided on place and date at its recent meeting, and President Herrick will announce convention committees at an early date.

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Chicago and New York

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Keep Up the Good Work

Standardization of effort and of quality
of product has reached a high point in the
packing industry, but is lacking in the
other two great arms of the meat industry,
except in individual cases.

Because of the great number of in-
dividuals producing livestock there is lit-
tle standardization of effort or product.
Each grower operates to suit himself and
raises the kind and quality of livestock
which best suit his conditions and his
crops.

Efforts of farm organizations, pure-bred
livestock associations and the government
have awakened the livestock producer to
some recognition of himself as only a
very small cog that must be fitted into
the great industrial machinery if it is to
operate as it should and he is to receive
an adequate return for his effort. Such
rural communities as have recognized this
need of standardization have been re-
warded.

The retailer is in something of the same
position in relation to the retail meat in-
dustry as a whole that the farmer is to
livestock production. He has operated
as an individual, generally without regard
to anything but conditions that affected
his immediate business.

The retailer has known what his hams
and lard and sides of beef cost him, in a
general way what his overhead and
family expenses were, and that his mar-
ket must return to him sufficient to cover
these and leave him some balance in the
bank, if he was to regard himself as a
success.

If the business was small, the retailer
had more difficulty in getting such a re-
turn, but if it was large his overhead was
automatically lessened and his returns
were more satisfactory.

In the past few years a number of
studies of cost accounting in retail mar-
kets have been made and each have shown
interesting and most instructive results.
The most outstanding of these were the
Secrist studies, which are now appearing
in final form in THE NATIONAL PROVISIONER.

But a continuation of these studies and
a centralization of effort is desirable. The
appropriation granted by Congress to the
U. S. Department of Agriculture for studies
of the retail meat trade, in cooperation
with the National Live Stock and Meat
Board, is a step in the right direction. The
work should be continued from year to
year until standards of operation for this
great end of the meat industry are laid
down. These standards should be so sim-
ple that they will form a satisfactory
working basis for all retail meat dealers,
the most successful of whom would ap-
proach them closest.

With standardization weak on both sides
of it, the packing industry has been greatly
handicapped. The more that can be done
to establish national and sectional stand-
ards for the retailing of meat and for
the production of livestock, the greater
return will there be to all three branches
of the industry. A finer finished product,
marketed at a smaller cost will result, and
the ultimate consumer will be encouraged
to still further increase his consumption
of the product.

The improvements already adopted in
these two great fields have demonstrated
the enormous possibilities of concentrated
and continued effort.

Feeding Them Too Fast

The American public came to the rescue
of livestock producers in no half-hearted
fashion during the past eighteen months
in the disposition of their enormous out-
put. It is a meat loving public, and its
pocketbook permitted an indulgence of its
appetite.

But even such a devotee of meat draws
the line when fed in quantities too ex-
cessive.

Sales of fresh beef in the past few weeks
have suffered the effects of a heavy hog
run, accompanied by cheap pork products,
and the influence of an increased per-
centage of idleness in the ranks of labor.

Packers have found themselves facing
full coolers and a continued generous cat-
tle run. This makes a serious situation,
as beef cannot be cured and stored for
consumption during periods of scarcity,
but must be fed regularly into the chan-
nels of trade in chilled form. Frozen beef
has never found favor with the American
consumer, and there is a very limited ex-
port outlet for beef products.

American packers could hardly hope to
compete in an export market with beef
supplied by fat steers marketed on foot
at less than one-third the price of fat
steers in this country. This beef is sold
on the European market at less than the
price of prime steers on the hoof in the
principal livestock markets of the United
States.

It would be helpful if producers could
visualize the packers' problems sufficiently
well to hold back either their hogs or their
steers until the market is cleared up, rather
than forcing excessive numbers of both
into the trade.

The kind of marketing recently indulged
in evidences a very poor understanding or
appreciation of consumptive demand, and
little regard for the producers' market
agents—the packers—who are expected to
make a good showing in the price paid for
livestock regardless of the difficulties to be
overcome.

PRACTICAL POINTS FOR THE TRADE

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Making Compound Lard

A small packer who is attempting to refine both lard and compound, asks the following questions:

Editor The National Provisioner:

How is cotton-seed oil made into lard? Time, temperature, washing, mixing, deodorizing, etc.

Can tallow be deodorized with oil at a high degree of heat?

How can these two products be handled to make a neutral product? Can it be done with deodorizing tank and clay kettle only?

Which is the proper time to deodorize, before bleaching or after?

How can fullers' earth flavor be extracted and yet have proper color in compound?

What is the proper pump to use to pump compound from picker box to draw-off tank—steam or belt?

Kindly give me this information or any other pertaining to making compound as neutral as possible.

A well-known lard-refining and compound expert answers as follows:

"In the first place, I want to make it absolutely clear that I do not approve of the manufacture of compound lard from a mixture of vegetable oil and ordinary commercial edible tallow. Most of the edible tallow which is offered contains anywhere from one and one-half to three per cent free fatty acids, and such a product is not proper for use as a shortening under any circumstances, even though it may be tolerated by the federal inspection authorities."

Refining.—Answering the first question briefly, the refining of crude cotton seed oil is usually started at 85 degrees F., adding enough caustic soda solution to neutralize the free fatty acids present with a slight excess to throw down the color and other impurities, and to provide for proper settling.

This mixture should be thoroughly mixed and then slowly heated until a definite break occurs and the soap stock becomes heavy.

Settling.—This is then allowed to settle for 8 to 14 hours, and at the end of that time the oil is decanted off from the soap stock, placed in a settling tank and heated to about 160 degrees, and again allowed to settle for 8 to 14 hours. Or else it is heated up and sprayed with hot water at about 180 degrees, the water being drawn from the bottom of the tank and the oil filtered into storage.

If possible, this oil should be allowed to settle in storage tanks for some time before using, and this is usually the case, owing to the fact that practically all of the refining is done within a few months, to take care of the oil requirements for the whole year.

Filtering.—The refined oil is mixed with fuller's earth at about 180 degrees F., and agitated violently and pumped through a filter press into storage.

Deodorizing.—This bleached oil is then ready for deodorizing. This process is done in a closed kettle with an opening in the top for exhausting the vapors. This is really a distillation process, whereby the volatile fatty acids containing the flavoring and coloring matter are distilled off, and the temperature used should depend

upon the boiling point of these volatile free fatty acids.

In general practice sufficiently high temperatures are not used, and that accounts somewhat for the fact that most compound lard is not properly deodorized.

Hardening.—After the cotton seed oil is deodorized it may be mixed with good neutral oleo stearine, or hardened oil, or else it may be partially hardened to about the consistency of lard, and the mixture run over a roll and filled into packages.

Tallow in Compound Lard.

Answering the second question: Ordinary tallow containing a relatively high percentage of free fatty acids should not be used in making compound lard. If it is mixed with cottonseed oil and deodorized at proper temperatures, it will deodorize simply in proportion to the amount of free fatty acids which are distilled over. This will properly involve the entraining of considerable oil along with the free fatty acids, and at the best, you will get a very poorly deodorized product at a considerable cost.

Neutral Product with Tallow.

Answering the third question: The only way to get a "neutral" product out of ordinary tallow is to refine it with a caustic soda solution, and this will entail a loss of about double the percentage of free fatty acids, even though the flavor will not be particularly good. By "neutral" is meant the absence of free fatty acids.

Answering the fourth question: The proper time to deodorize is after bleaching.

Answering the fifth question: Fullers' earth flavor is extracted by deodorizing.

Answering the sixth question: A gear pump, belt or motor driven, is the proper pump for compound. What the inquirer means by pumping from the picker box to the draw off tank is not clear. It is impractical to use a tank between the picker box and the packages in the case of compound lard, although an intermediary agitator is frequently used in the case of pure lard.

It requires an expert to properly manufacture compound lard, and this should not be engaged in without obtaining the services of a technical man and being provided with proper means of laboratory control.

[An entire chapter in "The Packers' Encyclopedia" is devoted to the refining of vegetable oil and the manufacture of compound lard. Layouts of refining equipment also are shown.]

Making Chorizos

A sausage maker in West Virginia writes as follows:

Editor The National Provisioner:

Can you tell us how to make Spanish style sausage known as "chorizos"? We should like full directions.

Recipe for chorizos:

150 lbs. lean pork trimmings
50 lbs. neck bone trimmings
100 lbs. fat pork trimmings

300 lbs.

Seasoning:

12 lbs. pimento,
12 lbs. granulated sugar,
10 lbs. 8 oz. salt
3 oz. peeled garlic,
1 lb. 2 oz. saltpetre.

Meats should be coarse cut, preferably on the rocking machine, adding spices. Then put on shelf in cooler, for 48 to 72 hours, at a temperature of 36° to 38° F.

Then stuff in medium hog casings, linked about 5 inches in each length. Then take to dry room and allow to hang there until bone dry. This product must be thoroughly dried.

For shipment and sale at a distance it is packed in tins with lard and processed through a retort. For domestic use it is ready for sale when thoroughly dried.

Color in Pork Products

The following request is from a retailer in Ohio:

Editor The National Provisioner:

Please let me know what kind of inside coloring you consider best for all pork meat food products.

Federal meat regulations do not permit the use of inside color in products made in Government-inspected establishments. They will, however, allow the use of certified color as an outside color on casings.

Before Government inspection was established, inside color was used extensively, using 5 oz. of maroon (a vegetable coloring matter) to 444 gals. of hot water. As soon as the color was fully dissolved the solution was delivered to a cooler and kept there in vats until used.

For dry sausage, 2 lbs. ¼ oz. of maroon was added and mixed with 35 lbs. of saltpetre, and 1 oz. of this mixture contained 2 grains of color.

The safest and best procedure is to properly handle the raw meats in the chilling and curing process, and develop the natural meat color, and then use certified casing color for outside color. Then you are positively certain of complying with the pure food laws.

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

Refrigerated Counters

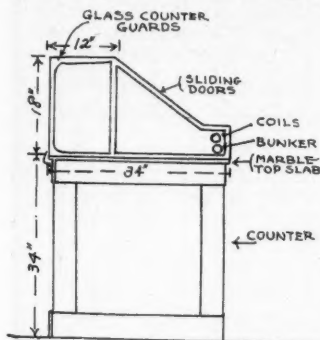
The following is from a small packer and retailer in the West:

Editor The National Provisioner:

What type of display counter with regards to convenience and accessibility can you recommend?

We have artificial refrigeration, and at present are using marble-top counters with glass guards. These are most satisfactory from the viewpoint of service, but as they do not embody the refrigerating items which is so essential with present day display, we were wondering whether they may be equipped to cover this point.

The type of counter in question can be fitted for mechanical refrigeration, or

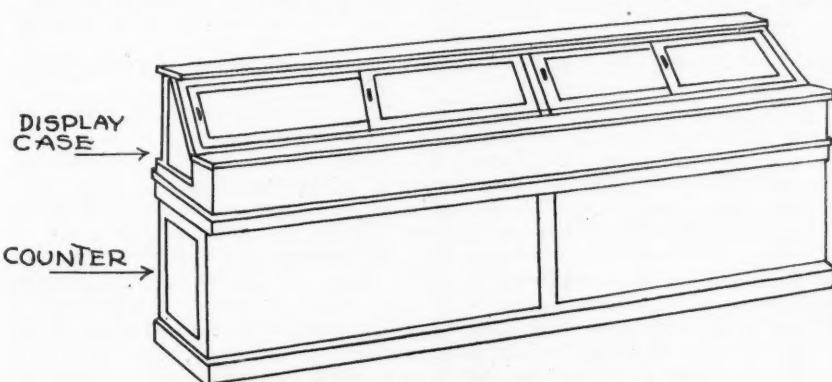


SECTION THROUGH COUNTER.

Showing method of applying refrigeration to counter equipped with glass counter guards.

for refrigeration by the use of ice, at a comparatively small expense, provided there is a manufacturer in the city where the case is located.

The illustrations given here show how



SLANT FRONT DISPLAY CASE—REAR VIEW.

Showing sliding doors and bunker for ice or mechanical refrigeration.

this may be done. These are merely rough sketches, but they give an idea of the plan. This type of display counter

have to be operated all times when the case was being used.

Cracked ice may be used as the re-

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for copies of the three articles on "Temperature Control in the Meat Plant," which appeared in recent issues.

is highly desirable, for the reason that the goods can all be seen by the customer, and can be displayed without an appearance of confusion.

In case the brine circulation system of mechanical refrigeration is being used, efficiency and economy can be had, but where direct expansion must be used in the display case it would not be so economical, though just as efficient. The loss of economy would be due to the fact that the refrigerating machine would

refrigerating agent, if the coil box or bunker at the rear of the case is equipped with ice pans instead of coils.

In case the direct expansion system is used in connection with brine tank in the coolers, the brine from these tanks may be circulated through these coils to the bunker of the display case by means of a small centrifugal pump, and give very satisfactory results at a very nominal cost for power for the centrifugal pump.

The case shown in the sketch can be purchased at from \$20 to \$25 per lineal foot. It is built by all standard supply houses.

Bleaching Hog Casings

A sausage casings concern in the East asks the following question:

Editor The National Provisioner:

Please advise us of the most efficient bleaching process and medium for hog casings.

To insure a proper bleach on hog casings it is very important that the casings be carefully soaked after stripping and chilling. The soaking tierces are to be filled about three-quarters full of casings and water—one-quarter casings, the remaining two quarters water—length of time in soak about twenty-four hours, and the temperature of the soaking room always governs the temperature of water used for soaking.

The casings are then put through the cleaning machine. After cleaning, if they are not graded the same day, they must be pickled with 50° ice pickle.

They are then graded for size and put in separate tierces, according to size, each tierce three-quarters full—one-quarter casings and two-quarters ice pickle, 50° strength—and kept in this ice pickle for at least twelve hours to bleach.

It is not advisable to attempt to restore color to casings which have been improperly cured and show stains, etc.

Casings handled on my Sales and Service combination bring maximum profits.

This service includes expert advice on manufacturing methods.

Leading Packers are satisfied clients

Write for particulars

ROY L. NEELY

Broker of Casings Exclusively

602 Webster Bldg. Chicago, Ill.

Cable address "ROLESNELY"

'Cut 6,000 lbs. per hour with "Enterprise" No. 1186

Here is the chopper you have been looking for—the "Enterprise" that is speeding up production, and lowering power and labor costs in up-to-date plants.

Fitted with 15 h. p. motor, it is a fast, powerful machine. Has four plates— $\frac{1}{8}$, $\frac{3}{4}$, $\frac{3}{8}$ and $\frac{1}{2}$ "—also three meat knives and one fat knife. Cylinder with steam jacket, if desired.

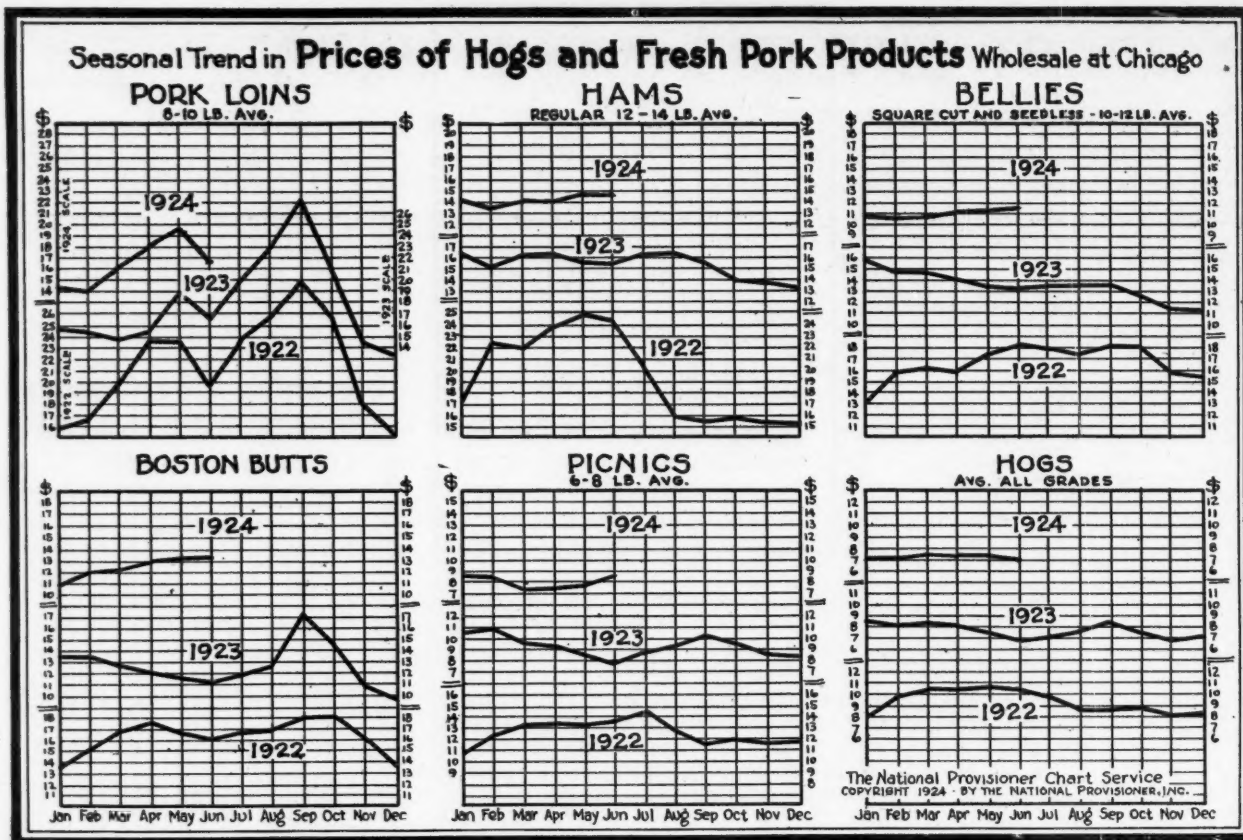
Get an improved "Enterprise"

exactly suited to your business. Remember, "Enterprise" choppers are the speediest choppers made—the only choppers with the famous "Enterprise" steel knife and steel plate cutters that have never been imitated successfully.

Write for catalog of electric choppers, belt-driven and hand-power choppers. There is an "Enterprise" for your needs—72 sizes and styles.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.





This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows prices of fresh pork products for each month of 1924 to date, compared to prices in the three years preceding. The graphic comparisons enable the reader to get the situation at a glance.

The fresh pork market has held fairly steady during the month of June, with the possible exception of pork loins and, to a less extent, Boston butts.

Bellies, square cut and seedless, and green picnics were in a strong position throughout the month. The price of bellies increased fully 2c and picnics showed an increase in price and a continuous strong demand.

Due to the very heavy production, the price of fresh pork loins reached a low level the middle of the month but rallied slightly. The end of the month, however, saw the price a full 4c below that at the beginning.

Boston butts have shown some fluctuation, prices at the end of the month being 1c under those the first half of the period. Demand for this product from sausage makers and the butcher trade is considered good.

The average price of hogs has declined slightly in the face of very heavy runs and poor quality. The relation between live price and product price promises little in the way of satisfactory returns to the packer unless the hog run is materially lightened or the price falls to a lower level.

With the exception of picnics and Boston butts, fresh pork prices compare unfavorably with those during June of last year, in spite of the fact that live hog prices were only slightly lower this year.

In June, 1922, hog prices averaged about 3c higher than this year, but product prices ranged anywhere from 3 to 10c higher than those of June, 1924.

JUNE MEAT TRADE.

Although the prices of practically all fresh meats, particularly pork loins, slumped sharply toward the end of the month just closed, traders were encouraged by a good demand for smoked meats, and an improved export situation, according to the Institute of American Meat Packers.

The demand for standard bacon and picnics, which have been wholesaling at unusually low levels, was of large proportions.

Heavy supplies of livestock, combined with the coming of warm weather, the lateness of the resort season, and the slackening industrial activities in certain parts of the country, all have their influence on the fresh meat trade, in the opinion of some observers. The result of these factors has been a very sluggish demand, relative to supply, with a consequent decline in wholesale prices.

Fresh pork loins, for example, have declined more than 20 per cent since the first of the month. Skinned shoulders and butts

also have declined somewhat. Some grades of beef showed declines of more than 10 per cent during the same period. Lamb also showed substantial declines.

The export trade was somewhat irregular, but showed considerable improvement, on the whole.

APRIL MEAT CONSUMPTION.

The people of the United States ate over one-half pound more meat during the month of April than in the preceeding month and in the same month last year, the total being 9.1 pounds per capita.

The principal increase was in pork, of which 5 lbs. per capita was consumed. This was .3 of a pound more than in March, 1924 and .7 more than in April, 1923.

Beef consumption increased .3 of a pound, standing at 3.7 lbs. per capita. This is .1 of a pound less than was consumed in the same month last year. There was no change in the consumption of lamb and mutton, this averaging .3 of one pound per capita.

RECORD LIVESTOCK RUNS.

At the 11 principal markets 20,449,000 hogs were received during the first six months of 1924. This is 1,108,000 more than in the same period of 1923, the previous record year.

At Chicago a run of 9,100,000 head of livestock of all kinds from January 1 to June 1, 1924, established a record when compared with any six months in history. The number of hogs received in this period totaled 5,400,000.

For the month of June, 1924, the combined receipts of hogs at 11 markets were the largest of record for that month, totaling 3,090,000. Chicago alone received 782,314, being the second largest of record for June at this market. Records were established at Omaha, E. St. Louis and Sioux City.

The price of hogs at Chicago has held remarkably well in face of the large supply and the quality. There was a scarcity in the runs of well finished weighty butchers and an oversupply of shortfeds and underweights.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hog Movement Large—Lard Stocks Increase—Export Movement Moderate—Hog Quality Unsatisfactory.

Prices held very steady until the early part of the week when there was some reaction in the lard market and the developments showed a quieter interest, possibly influenced by the heavy movement of hogs. For several days, the hog movement ran rather light, and this was not without considerable effect on sentiment. It exerted quite a little influence in the trade generally.

The position of the market was somewhat disappointing, as the hog movement after falling off a little while suddenly increased again. The July 1st lard stocks showed further material accumulations.

Hog Position Unsatisfactory.

For several days at the close of last week there was evidence of a lessened marketing movement in hogs, but on Tuesday the receipts were again very heavy, and the product market as well as hogs felt the effect of the movement. The position of hogs is certainly very unsatisfactory. With hogs around 7c and cash corn around \$1, there is apparent loss of approximately 40c a bushel in every bushel of corn fed, which of itself may be one explanation of the very large hog movement.

The hog-corn ratio is the most unsatisfactory now that it has been at any time in recent months. There seems to be no encouragement to look for any improvement in the ratio unless weather conditions improve so as to change ideas regarding the new corn crop, or so many hogs are marketed that there is no surplus to eat corn.

The demand for product is fairly good. Shipment from western packing points are on quite a liberal scale, but the outward movement of lard to Europe is rather disappointing. A few thousand boxes of lard are sold nearly every day, and in the aggregate possibly 10- to 15,000,000 lbs. of lard are going out every week, but this does not seem to be enough to take the pressure off the market.

Lard Stocks Heavy.

The July 1st contract lard stocks was 75,821,000 lbs. against 58,064,000 lbs. last month and 48,371,000 lbs. last year. Other kind, 18,181,000 lbs. against 13,191,000 lbs. last month and 14,231,000 lbs. last year. The total is 92,002,000 lbs. against 71,255,000 lbs. last month and 52,662,000 lbs. last year. The gain of 21,000,000 lbs. in the month just about reflects the smaller outward movement of lard for export.

An analysis of the production and distribution of lard for May and for five months this year compared with the same period last year shows quite a material increase in the domestic disappearance of lard as shown by the following comparison in thousands of pounds, (000 omitted):

	1924		1923	
	May	5 mo.	May	5 mo.
Stocks beginning of period	102,317	49,340	85,251	48,808
Production	168,093	931,828	155,449	848,115
Total supply	270,410	981,168	240,700	896,923
Exports	65,470	482,329	95,842	498,778
Stocks end of period	128,226	128,226	84,530	84,530
Total	188,705	610,555	179,872	588,308
Domestic consumption	78,705	370,613	60,828	313,615

The domestic distribution for the month of May showed an increase of nearly 16,000,000 lbs. over last year and from January 1st to the end of May the consumption increased about 57,000,000 lbs. The consumption per month this year has average 74,123,000 lbs. against 62,723,000 lbs. last year.

But for the increase in domestic distribution of 57,000,000 lbs. the lard situation might have been even more depressed than it has been, as this 57,000,000 lbs. apparent increase in domestic distribution would have been just that much increased in stocks.

Hog Weights Lighter.

The weight of hogs has not been quite as good, and this is reflected into some lighter yields of product of all kinds but not enough yet to cause any apprehension as to the general, question of available supplies.

Opinions seems to differ quite a little among exporters as to the probabilities of the export movement the balance of the summer and fall. Latest reports do not

indicate any change in the foreign situation as to supplies of meats and fats, yet the importing countries are getting along with smaller imports, than they did during the winter.

Bearish claims are made that some of the outward movement is made up of consignments partly due to the question of lower interest charges abroad, and the monetary costs of carrying the product. Other claims are made that shipments are being made, and financed on the basis of the present exchange rates with the idea that the working out of the reparations and the Dawes plan will bring a general hardening of all foreign exchange and make a profit in the exchange, rather than in the price of meats.

Hog Price Around 7c.

The average price of hogs the past week was only about 7c. The high price during the past five months was about 7½c, and the low price last winter about 6½c. This very narrow movement has represented the extreme ideas as to the value of hogs and product notwithstanding all the different reports regarding the smaller number of hogs in the country. These started with private estimates of last fall backed up by the January 1 Government report, and later the report on losses, and the Department's estimate of supplies based on the birth rate, and disposals of hogs since January, but the movement is still very large with apparently no signs of abating.

In view of the repeated claims of decreasing movement within a comparatively short time, the trade has begun to look upon the claims of shortage as "wolf" and practically pays no attention to the repeated assertions of a possible decrease in movement later. The outlook appears rather uncertain. If the live hog number in the country is so small as reports indicate, there should be some evidence of this in the movement very shortly. Accepting the reports as correct, the marketings will have to fall off materially, or else the reports on the supplies have not correctly represented the fact.

SEE PAGE 37 FOR LATER MARKETS.

PORK—The market was rather quiet but very steady, with mess at New York \$26@27, family \$27@28 and short clears \$20@25. At Chicago mess pork was quoted at \$23.

LARD—Domestic demand fair—export rather slow. Prices irregular. Prime western New York 11.45@11.55c, middle west 11.30@11.40c, City 11½c, refined to the continent 12¼c, South American 12¼c, Brazil kegs 13¼c, compound 12½@12¾c. At Chicago regular lard in round lots was quoted at July price, loose lard at .85 under July, leaf lard at .97½ under July.

BEEF—The market was dull but steady with mess at New York \$16@17, packet \$17 @18, family \$19@20; extra India mess \$31 @33, No. 1 canned corn beef \$2.35, No. 2, \$4; pickled tongues \$55@65 per bbl. nominal.

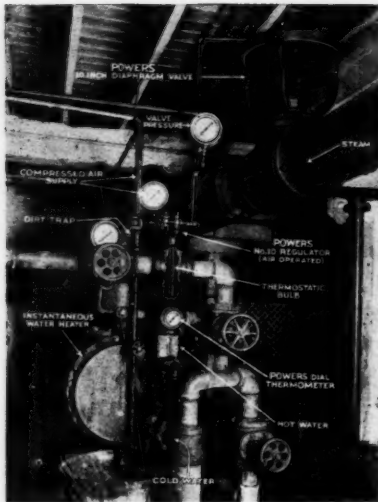
Daily Market Service

THE DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

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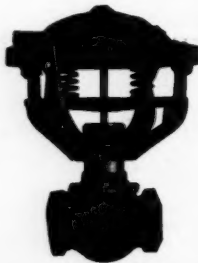
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EUROPEAN MEAT TRADE IN MAY.

All lines of the meat trade of Belgium were reported dull during May with a seasonal slump in frozen beef and generally poor demand for pork products, reports Special Representative H. B. Smith, London, England, to the Department of Commerce.

The Scandinavian demand for American packing house products is still poor. This is due partly to a seasonal movement aggravated somewhat by the long drawn out labor conflict in Norway, where 70,000 workers have been out of work for some time, affecting a buying population of around 200,000 people.

In Sweden domestic production of bacon and lard has increased. Prices for first class domestic pork are reported to be about 10 per cent under the price of American salt meats. This reverses the normal situation. The Danish market for American packing house products, which with the exception of lard is never large, is also unusually dull.

Something in the nature of a crisis has developed in the Danish pork product industry, due to overproduction during the past eighteen months. Prices are now about ten shillings per centnar under last year's average, and it is stated that farmers are hardly able to make hog raising pay. Danish authorities have recently issued a statement to the effect that this year's breeding of pigs will be some 20 per cent under last year.

TO STUDY EUROPEAN MARKETS.

A study of the marketing of American and competing meat products and vegetable oils in Europe will be made by John E. Wrenn, specialist in the foodstuffs division of the U. S. Department of Commerce. Mr. Wrenn, who sailed July 4, will cover all important countries of western Europe in his investigations, which will require a period of four months. The chief subjects for investigation will be marketing facilities and methods, production and transportation distribution costs, trade regulations, etc.

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending June 28, with comparisons:

	PORK, BBLs.		From	
	Week ended June 28, 1924.	Week ended June 30, 1923.	Week ended June 28, 1924.	Week ended June 28, 1923.
United Kingdom...	81	100	2,155	
Continent	570	14,007		
West Indies	128	762	13,369	
Total	209	1,432	30,131	
BACON & HAMS, LBS.				
United Kingdom...	11,217,250	12,302,340	354,064,950	
Continent	1,188,250	3,644,500	210,707,975	
So. & Cent. Amer.			415,500	
West Indies	3,000		584,000	
Other countries....		40,000	1,762,000	
Total	12,408,500	15,986,840	567,534,425	
LARD, LBS.				
United Kingdom...	3,988,445	5,347,400	172,743,808	
Continent	3,402,824	3,408,030	396,905,667	
So. & Cent. Amer.	168,544		3,631,678	
West Indies	39,568		2,885,564	
Other countries....		8,800	185,736	
Total	7,600,381	8,815,270	576,362,453	
RECAPITULATION OF THE WEEK'S EXPORTS.				
From—				
New York	101	5,327,500	4,598,381	
Boston			300,000	
Baltimore			88,000	
New Orleans	108		129,000	
Montreal		7,081,000	2,535,000	
Total week	209	12,408,500	7,600,381	
Previous week	385	8,310,500	10,760,056	
Two week ago	30	13,129,000	13,027,939	
Cor. week, 1923	1,431	15,986,840	8,815,270	
Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to June 28, 1924:				
	1923-1924.	1922-1923.	Increase.	Decrease.
Pork, lbs.	6,020,200	7,581,600		1,555,400
Bacon and Hams, lbs.	567,534,425	538,390,804	29,134,621	
Lard, lbs.	576,362,453	619,178,560		42,816,107

DEATH OF N. T. BLACKWELL.

The death occurred in Rochester, Minn., on June 15, of N. T. Blackwell, well-known in the cotton oil trade, and editor and manager of the Cotton and Cotton Oil News. Mr. Blackwell's death came as a shock to the trade, in which he had been prominent for many years.

His death was caused by swallowing a peach stone, which lodged in his throat for six weeks. Mr. Blackwell had gone to Rochester, Minn., to have the stone removed, but in his weakened condition he could not recover. He was 58 years old and is survived by his widow, two daughters and two sons.

CALIFORNIA LAMB SHIPMENTS.

Owing to foot and mouth disease quarantine restrictions, California was unable to ship live lambs to eastern markets during recent months. Therefore the bulk of the supply was slaughtered and shipped in that form.

According to railroad reports, 310 carloads, containing 191,269 carcasses were shipped out of California. The bulk of these came from San Francisco.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending June 28, 1924, with comparisons, as follows:

	Week ending June 28.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	9,290 1/2	10,712 1/2	7,310
Cows, carcasses	1,075 1/2	1,072	630
Bulls, carcasses	227	215	171
Veal, carcasses	11,725	15,032	10,498
Hogs and pigs	8	12	298
Lambs, carcasses	23,654	23,799	20,179
Mutton, carcasses	5,398	6,967	3,683
Beef cuts, lbs.	106,219	276,590	*
Pork cuts, lbs.	1,395,310	1,110,663	*

* Not reported.

Local slaughters:

	Week ending June 28.	Previous week.	Cor. week 1923.
Cattle	8,764	9,870	8,537
Calves	14,465	16,597	14,378
Hogs	40,654	44,139	39,902
Sheep	33,138	40,619	40,496

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 28, 1924, with comparisons:

	Week ending June 28.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	3,310	2,958	2,717
Cows, carcasses	608	969	552
Bulls, carcasses	47	42	44
Veals, carcasses	1,892	909	1,012
Lambs, carcasses	16,729	13,044	10,750
Mutton, carcasses	519	850	290
Pork, lbs.	594,368	548,676	143,070
Local slaughters.			
Cattle	1,472	1,557	1,118
Calves	2,078	2,026	2,110
Hogs	24,403	16,749	21,152
Sheep	6,311	4,733	8,226

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 28, 1924.

	Week ending June 28.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	3,171	8,677	2,839
Cows, carcasses	410	748	241
Bulls, carcasses	357	203	163
Veal, carcasses	2,497	2,447	1,724
Lambs, carcasses	7,732	8,679	6,759
Mutton, carcasses	1,894	1,731	1,146
Pork, lbs.	512,357	399,182	283,423
Local slaughters:			
Cattle	1,876	2,010	2,142
Calves	2,497	3,128	2,737
Hogs	15,426	17,054	16,600
Sheep	3,726	5,998	5,822

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been moderately active and stronger, with offerings more firmly held, while buyers were inclined to hold off, for the time being. The undertone in all greases, however, continued to show strength and it was felt probable that soap manufacturers would shortly be in the market again, while many contended that the next round lot business would possibly be at better prices.

Competitive greases are being watched closely, but, nevertheless, there are many shrewd observers who feel that tallow at the present levels is still comparatively cheap. In the west, a fairly good demand has been reported with offerings rather limited, with a particularly good demand for choice white grease, especially for export.

The western market reported sales of choice white grease at 9c c.a.f. New York, first week July shipment, but prices are now firmly held. At Liverpool Australian tallow was unchanged for the week with fine at 44s 3d, and good mixed at 42s 9d.

At the London auction, 1,147 casks were offered, 705 sold. Prices unchanged to bid lower.

At New York special loose was quoted at 7 $\frac{1}{2}$ ¢, extra at 7 $\frac{3}{4}$ ¢, and edible 8 $\frac{1}{4}$ ¢. At Chicago prime packer was 7 $\frac{1}{2}$ ¢, fancy 7 $\frac{3}{4}$ ¢, and edible 9 $\frac{1}{2}$ ¢, and choice quite 7 $\frac{7}{8}$ ¢.

STEARINE—A scarcity of offerings and a scattered demand, partly domestic, and partly felt to reflect export business, has brought about another advance of about a cent a pound in a week for the market for oleo stearine at New York, with sales reported as high as 12c, and with the market quoted 12 $\frac{1}{4}$ ¢ asked. Offerings on the advance were very light. At Chicago demand was fair and the market quoted at 10 $\frac{3}{4}$ ¢.

OLEO OIL—A firmer tone, but a moderate demand, featured the market. Offerings were well held, and the strength elsewhere appeared to be helping the market. At New York extra was quoted at 13 $\frac{1}{2}$ ¢, medium 11 $\frac{1}{4}$ ¢, lower grades 10 $\frac{1}{4}$ ¢. At Chicago extra was quoted at 12 $\frac{1}{2}$ ¢.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—The market has ruled firmer, with the strength in raw materials, and with a steady but moderate consuming demand. At New York edible was quoted at 13 $\frac{1}{4}$ ¢, extra winter 11 $\frac{3}{4}$ ¢; extra No. 1 at 10 $\frac{1}{4}$ ¢, No. 1 at 10 $\frac{1}{4}$ ¢, and No. 2 at 9 $\frac{3}{4}$ ¢.

NEATSFOOT OIL—A better demand has been in evidence, and the market was very steady, while offerings on the whole were lighter. At New York pure was quoted at 15c, extra at 10 $\frac{3}{4}$ ¢, No. 1 at 10 $\frac{1}{4}$ ¢, and cold pressed at 19 $\frac{1}{2}$ ¢.

GREASES—A more active demand and a stronger market was noted in greases; offerings were moderate on the upturns, and the market in general showed a hardening tendency. The continued strength in other greases has been a helpful factor, and sentiment on the whole appears to be more optimistic. The larger consumers, however, are slow in following bulges.

At New York yellow was quoted at 6 $\frac{1}{2}$ ¢, choice house at 6 $\frac{3}{4}$ ¢, A White at 7 $\frac{1}{2}$ ¢, B White at 7 $\frac{1}{4}$ ¢, while choice white sold at 9 $\frac{1}{2}$ ¢, with that price asked. At Chicago choice white grease was 7 $\frac{1}{2}$ ¢, A White 7c, B White 6 $\frac{1}{2}$ ¢, yellow 6 $\frac{1}{2}$ ¢, house 6c, and brown 5 $\frac{1}{2}$ ¢.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 2, 1924.—Latest quotations on chemicals and soapmakers supplies:

Seventy-six per cent caustic soda, \$3.76 @ 3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16 @ 4.45 per cwt.; 58 per cent carbonate of soda, \$2.04 @ 2.10 per cwt.

Clarified palm oil in casks 2,000 lbs., 7 $\frac{1}{2}$ ¢ @ 7 $\frac{3}{4}$ ¢ lb.; olive oil foots, 9 $\frac{1}{2}$ ¢ @ 10c lb.; East India Cochin cocoanut oil, 13 $\frac{1}{2}$ ¢ @ 14c lb.; Cochin grade cocoanut oil, domestic, 10 $\frac{3}{4}$ ¢ @ 11c lb.; Ceylon grade cocoanut oil, 9 $\frac{1}{2}$ ¢ @ 10c lb.

Prime summer yellow cottonseed oil, 11 $\frac{1}{4}$ ¢ @ 12 $\frac{1}{4}$ ¢ lb.; soya bean oil, 12 $\frac{1}{4}$ ¢ @ 12 $\frac{1}{2}$ ¢ lb.; linseed oil, 94¢ @ 97c gal.; peanut oil in barrels, New York, deodorized, 15 $\frac{1}{2}$ ¢ @ 16c lb.; red oil, 8¢ @ 8 $\frac{1}{2}$ ¢ lb.

Extra tallow, f.o.b. seller's plant, 7 $\frac{1}{4}$ ¢ @ 7 $\frac{3}{4}$ ¢ lb.; dynamite glycerine, nominal, 16 $\frac{1}{2}$ ¢ lb.; saponified glycerine, nominal, 12 $\frac{1}{4}$ ¢ lb.; crude soap glycerine, nominal, 10 $\frac{1}{4}$ ¢ lb.; chemically pure glycerine, nominal, 16 $\frac{3}{4}$ ¢ @ 17c lb.; prime packers grease, nominal, 6 $\frac{1}{2}$ ¢ @ 7c lb.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 2, 1924.—Business is a little quiet this week in fertilizer materials and no sales of local tankage have been reported. Prices however are holding firm due to the fact that there is very little of this material for sale.

A few cars of blood were sold at \$3.00 per unit basis f.o.b. New York and there is more to be had at the same price.

The Chesapeake Bay fishermen report a very light catch of fish up to date and they are holding the unground fish scrap at \$3.25 and 10c f.o.b. fish factory but the buyers are not willing to pay that figure as yet, because they consider it out of line with other ammoniates.

Quite a large tonnage of cracklings were sold during the past week.

LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1 to June 30, were 24,379,938 lbs.; tallow, 80,000 lbs.; greases, 3,552,700 lbs.; stearine, 289,600 lbs.

Packinghouse By-Products Markets

Blood.

Chicago, July 2, 1924.

The blood market is quiet. Sales have been reported at \$3.25. Some producers now asking up to \$3.70.

	Unit ammonia.
Ground	\$3.00 @ 3.10
Crushed and unground	2.80 @ 2.90

Digester Hog Tankage Materials.

The market for digester hog tankage materials is in a lull. Producers are fairly well cleaned up, and buyers are not so actively interested.

	Unit Ammonia.
Ground, 10 to 12%, ammonia	\$3.25 @ 3.35
Unground, 10 to 12%, ammonia	3.00 @ 3.15
Unground, 7 to 9%, ammonia	2.85 @ 2.90

Fertilizer Tankage Materials.

This market is quiet. A little interest is shown in the low grades, but buyers are not interested in higher grades, as they claim prices are too high.

	Unit ammonia.
High grade, ground, 10-12%, ammonia	\$2.60 @ 2.75
Lower grade, ground, 8-9%, ammonia	2.35 @ 2.55
Medium to high grade, unground	1.85 @ 2.25
Low grade and country rend., unground	1.50 @ 1.75
Hoof meal	2.25 @ 2.35
Grinding hoofs, pigs toes, dry	25.00 @ 30.00

Bone Meals.

The bone meals market is seasonably quiet.

	Per ton.
Raw bone meal	\$28.00 @ 30.00
Steamed, ground	20.00 @ 22.00
Steamed, unground	15.00 @ 17.00

Cracklings.

The cracklings market is steady. Supplies are limited in the middle west, and some western buyers have gone into the east to get supplies.

	Per ton.
Pork, according to grease and quality	\$45.00 @ 55.00
Beef, according to grease and quality	30.00 @ 40.00

Bones, Horns and Hoofs.

The market on bones is not so active. The horn market is steady, while the hoof market is a little easier.

Horns, unassorted	\$ 75.00 @ 200.00
Hoofs, unassorted	25.00 @ 28.00
Hoofs, unassorted	30.00 @ 35.00
Round shin bones, unassorted	50.00 @ 55.00
Flat shin bones, unassorted	40.00 @ 45.00
Thigh bones, unassorted	45.00 @ 50.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles reported sold at \$29.00, which is a dollar lower than previous quotations. Junk bones, \$24.00. Sinews and pizzles are quoted at \$20.00 last paid.

Various quotations. Junk bones, \$24.00. Sinews and pizzles are quoted at \$20.00 last paid.

	Per ton.
Calif stock	\$28.00 @ 29.50
Edible pig skin strips	60.00 @ 65.00
Rejected manufacturing bones	32.00 @ 34.00
Horn piths	20.00 @ 22.00
Cattle jaws, skulls and knuckles	27.00 @ 29.00
Junk and hotel kitchen bones	22.00 @ 24.00
Sinews, pizzles and hide trimmings	18.00 @ 19.00

Animal Hair.

There is not much hog hair around and the market is steady. Recent quotations follow, delivered, Chicago basis:

Field and coll dried, lb.	2 $\frac{1}{2}$ ¢ @ 3c
Processed, lb.	6¢ @ 7 $\frac{1}{2}$ ¢
Dyed	6 $\frac{1}{2}$ ¢ @ 8 $\frac{1}{2}$ ¢
Cattle switches (110 for 100) each	2¢ @ 3c
Horse tails, each	.50 @ .65c
Horse mane hair, green, lb.	8¢ @ 8 $\frac{1}{2}$ ¢
Unwashed dry horse mane hair, lb.	12 $\frac{1}{2}$ ¢ @ 13 $\frac{1}{2}$ ¢

Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 4 $\frac{1}{4}$ ¢ per lb., basis Chicago, while buyers are offering around 3 $\frac{3}{4}$ ¢ for No. 1 tanning grades, and a little trading has developed at 3 to 3 $\frac{1}{2}$ ¢ for Nos. 2 and 3.

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COTTON OIL SITUATION

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1923, and January, February, March, April and May, 1924, with comparisons for last season, made by Aspegren & Co., is as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	1923-24.	1922-23.
On hand beginning of season.....	12,786	13,168
August.....	159,218	100,470
September.....	547,624	674,706
October.....	963,464	971,047
November.....	674,262	701,862
December.....	378,518	369,981
January.....	232,058	202,808
February.....	146,875	92,029
March.....	82,353	51,865
April.....	44,129	18,383
May.....	38,543	24,822
Total.....	3,290,830	3,221,201

	1923-24.	1922-23.
At mills.....	3,372,783	3,245,807
At refineries.....	12,786	13,168
In transit to refineries and consumers.....	3,385,569	3,258,975
Total.....	3,226,257	3,192,895
Of which is so far crushed.....	7,440	4,631
Destroyed at mills.....	96,127	23,675
Seed still to be received.....	85,739	37,774
66,127 tons seed on hand at 295 lbs. crude oil per ton is equivalent to 19,507,465 lbs. crude oil which at 10% refining loss, equals 17,556,718 lbs. refined oil, or 43,892 barrels.		
85,739 tons seed still to be received at 295 lbs. crude oil per ton is equivalent to 25,203,005 lbs. crude oil, which at 10% refining loss, equals 22,763,704 lbs. refined oil, or 56,909 barrels.		
†Actual tons.		

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	1923-24.	1922-23.
On hand beginning of season.....	2,900,200	3,475,712
August.....	14,464,442	14,303,206
September.....	70,057,576	96,615,045
October.....	192,534,145	180,780,606
November.....	181,193,650	184,612,023
December.....	128,121,983	139,525,004
January.....	121,147,590	145,943,798
February.....	108,188,707	100,651,142
March.....	68,886,485	62,726,262
April.....	45,104,047	39,124,502
May.....	32,735,675	20,592,269
Total.....	957,354,599	986,249,571

	1923-24.	1922-23.
On hand beginning of season.....	13,251,586	12,614,156
August.....	55,808,128	65,795,888
September.....	148,763,268	145,982,414
October.....	137,258,467	168,476,171
November.....	129,848,619	151,196,396
December.....	114,614,807	132,697,964
January.....	103,738,740	100,250,472
February.....	84,193,658	90,026,898
March.....	77,058,516	53,427,408
April.....	52,294,313	29,385,202
May.....		
Total.....	917,129,102	971,852,978

DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, 1923.	Aug. 31, 1923.
At mills.....	2,900,200	4,113,065
At refineries.....	1,032,229	673,530
In transit to refineries and consumers.....	1,170,910	2,644,060
Total.....	5,103,348	7,430,655

	Sept. 30, 1923.	Oct. 31, 1923.
At mills.....	18,361,513	62,132,390
At refineries.....	3,148,615	7,150,449
In transit to refineries and consumers.....	12,947,080	24,575,260
Total.....	34,457,208	93,858,099

	Nov. 30, 1923.	Dec. 31, 1923.
At mills.....	106,067,576	104,840,937
At refineries.....	9,977,978	10,243,459
In transit to refineries and consumers.....	23,716,980	26,278,750
Total.....	139,762,531	140,863,176

	Jan. 31, 1924.	Feb. 29, 1924.
At mills.....	110,573,720	107,025,777
At refineries.....	5,428,981	7,092,424
In transit to refineries and consumers.....	20,344,910	14,369,798
Total.....	136,347,611	128,517,990

	Mar. 31, 1924.	Apr. 30, 1924.
At mills.....	91,718,604	59,704,135
At refineries.....	7,065,028	5,757,211
In transit to refineries and consumers.....	10,731,830	7,590,515
Total.....	110,115,460	73,111,861

	May 31, 1924.
At mills.....	40,205,497
At refineries.....	5,612,442
In transit to refineries and consumers.....	6,615,510
Total.....	52,333,249

52,333,249 lbs. crude oil at 10% refining loss, equals 47,099,924 lbs. refined oil or 117,750 barrels.

CRUSH PER TON.

During August 52,453 tons seed produced 14,464,442 lbs. crude oil, equivalent to 275.7 lbs per ton, or 13.8%, compared to 13.7% last year.

During September 247,645 tons seed produced 70,057,576 lbs. crude oil, equivalent to 282.7 lbs. per ton, or 14.1%, compared to 14.3% last year.

During October 650,700 tons seed produced 192,534,145 lbs. crude oil, equivalent to 295.9 lbs. per ton, or 14.8%, compared to 15.1% last year.

During November 611,674 tons seed produced 181,193,650 lbs. crude oil, equivalent to 296.2 lbs. per ton, or 14.9%, compared to 15.2% last year.

During December 432,823 tons seed produced 128,121,983 lbs. crude oil, equivalent to 296.0 lbs. per ton, or 14.8%, compared to 15.4% last year.

During January 408,062 tons seed produced 121,147,590 lbs. crude oil, equivalent to 296.9 lbs. per ton, or 14.8%, compared to 15.5% last year.

During February 338,077 tons seed produced 100,188,707 lbs. crude oil, equivalent to 296.3 lbs. per ton, or 14.8%, compared to 16.0% last year.

During March 233,049 tons seed produced 68,886,485 lbs. crude oil, equivalent to 294.4 lbs. per ton, or 14.7%, compared to 15.5% last year.

During April 147,297 tons seed produced 45,104,047 lbs. crude oil, equivalent to 306.2 lbs. per ton, or 15.3%, compared to 17.6% last year.

During May 103,369 tons seed produced 32,735,675 lbs. crude oil, equivalent to 316.7 lbs. per ton, or 15.8%, compared to 16.4% last year.

Total—3,226,257 tons seed produced 954,434,390 lbs. crude oil, equivalent to 295.8 lbs. per ton, or 14.8% compared to 15.4% last year.

CONSUMPTION OF CRUDE OIL AS CRUDE OIL.

	March.	April.	May.
At refineries beginning of season.....	1,032,229	1,032,229	1,032,229
In transit beginning of season.....	1,170,910	1,170,910	1,170,910
Shipped from crude mills up to last day of month.....	787,776,273	804,834,789	917,129,102
T'l accountable for.....	780,979,412	867,037,928	919,332,241
Used in refining.....	741,807,068	827,179,020	882,416,445
Left to account for.....	48,172,344	39,858,908	36,915,796
Of which on hand at refineries and in transit.....	18,396,856	13,347,726	12,127,752
Disappearance during season up to last day of month.....	29,775,488	26,511,182	24,788,044
Of which accountable for by exports of crude oil.....	20,658,547	22,049,413	22,910,343
Consumed in U. S. A. as crude.....	9,116,941	4,461,769	1,877,701

REFINED OIL.

	1923-24.	1922-23.
On hand beginning of season.....	138,112,489	163,851,360
August.....	11,797,524	10,642,725
September.....	40,385,188	39,729,269
October.....	122,016,977	125,680,446
November.....	107,854,566	143,062,615
December.....	110,347,051	129,740,235
January.....	90,266,409	147,478,393
February.....	74,833,354	104,657,671
March.....	76,458,294	78,137,669
April.....	58,716,047	56,960,204
May.....	49,673,010	38,671,035
Total.....	935,803,856	1,038,106,462

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January.....	90,266,409	147,478,393
February.....	74,833,354	104,657,671
March.....	76,458,294	78,137,669
April.....	58,716,047	56,960,204
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August.....	11,797,524	10,642,725
September.....	40,385,188	39,729,269
October.....	122,016,977	125,680,446
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December.....	110,347,051	129,740,235
January.....	90,266,409	147,478,393
February.....	74,833,354	104,657,671
March.....	76,458,294	78,137,669
April.....	58,716,047	56,960,204
May.....	49,673,010	38,671,035
Total.....	935,803,856	1,038,106,462

	Mar. 31, 1924.	April 30, 1924.
At refineries.....	203,468,689	202,952,485
At other places.....	7,873,595	8,640,165
In transit from refineries.....	3,710,949	4,834,543
Total.....	215,053,233	216,427,193

	May 31, 1924.
At refineries.....	184,899,449
At other places.....	5,727,819
In transit from refineries.....	3,831,063
Total.....	194,458,331

AVERAGE REFINING LOSS.

During August 12,812,789 lbs. crude oil yielded 11,797,524 lbs. refined oil—7.92% loss compared to 10.31% loss last year.

During September 43,776,984 lbs. crude oil yielded 40,385,188 lbs. refined oil—7.75% loss compared to 9.68% loss last year.

During October 133,397,717 lbs. crude oil yielded 122,016,977 lbs. refined oil—8.53% loss compared to 7.01% loss last year.

During November 125,494,437 lbs. crude oil yielded 114,028,994 lbs. refined oil—9.14% loss compared to 6.58% loss last year.

During December 118,434,339 lbs. crude oil yielded 107,854,566 lbs. refined oil—8.93% loss compared to 7.02% loss last year.

During January 123,320,731 lbs. crude oil yielded 110,347,051 lbs. refined oil—10.52% loss compared to 7.05% loss last year.

During February 101,049,908 lbs. crude oil yielded 90,266,409 lbs. refined oil—10.67% loss compared to 8.01% loss last year.

During March 83,520,073 lbs. crude oil yielded 74,833,354 lbs. refined oil—10.40% loss compared to 7.73% loss last year.

During April 85,371,952 lbs. crude oil yielded 76,458,294 lbs. refined oil—10.41% loss compared to 6.67% loss last year.

During May 65,237,425 lbs. crude oil yielded 49,673,010 lbs. refined oil—10.07% loss compared to 6.7% loss last year.

Total 882,416,445 lbs. crude oil yielded 797,691,367 lbs. refined oil—9.62% loss compared to 7.42% loss last year.

SHIPMENTS OF REFINED OIL.

	1923-24.	1922-23.
August.....	1,306,927	1,679,265
September.....	1,028,332	3,531,357
October.....	1,290,337	3,252,926
November.....	1,451,990	9,166,261
December.....	1,425,316	5,764,585
January.....	1,395,077	3,339,909
February.....	1,089,563	2,491,179
March.....	1,279,790	2,145,460
April.....	1,467,292	2,154,480
May.....	1,574,368	1,805,450
Total.....	13,300,871	35,521,172

	1923-24.	1922-23.
On hand beginning of season.....	79,846,139	65,971,810
August.....	66,531,871	88,177,539
September.....	91,730,678	120,302,828
October.....	85,982,805	96,064,577
November.....	66,638,683	71,805,676
December.....	79,983,942	83,548,780
January.....	60,026,626	72,229,253
February.....	63,569,274	63,532,595
March.....	73,656,072	57,070,468
April.....	70,067,504	51,253,970
May.....		
Total.....	728,035,654	779,757,496

REFINED OIL—Summary in barrels of 400 pounds.

	1923-24.	1922-23.
On hand beginning of season.....	345,281	409,028
August.....	29,494	20,607
September.....	100,863	90,32

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Operations Fair—Market Strong—Some New Season Highs—Cash Trade Good—Crude Scarce—Lard Irregular.

Commission house interest in cottonseed oil futures on the New York Produce Exchange the past week was on a fairly satisfactory scale, but considering the situation in oil, and the activity in some other speculative markets, operations were, on the whole, rather light. The market, nevertheless, was distinctly strong, the old crops again selling into new highs for the upward movement, while the late quoted months sold into new high ground for the season.

Commission house demand was rather scattered, and there was no concentrated buying, the market working up slowly daily, on the removal of hedges against cash sales, and scattered short covering, while profit taking was readily absorbed. The July delivery sold up to 11.23c, compared with the season's low of 9.46c, the tightness in the July being a fair reflection of the strength in the cash old situation. Refining interests, finding it impossible to buy crude oil, as the latter has been well cleaned up, have also been experiencing a persistently good cash demand, which necessitated removal of hedges.

Around the ring sentiment continued mixed, but sellers have been rather

cautious. A few professionals have been fighting the advance of late, at times forcing moderate natural reactions from temporarily over-bought conditions, but on the setbacks offerings persistently dried up, and the market responded readily to any increase in demand.

Sentiment Continues Mixed.

The profit taking on the bulges has tended to prevent a weak technical position from developing, and it was noticeable that one of the big refiners who was a good buyer of July for the past few weeks, was this week actively engaged in getting in September shorts. This support materially helped the market, and forced the locals to cover on the small breaks.

In all quarters the most optimistic reports are received on consumption and distribution of oil during the month of June. Leading cash handlers continue to estimate the June distribution at 190,000 to 200,000 bbls., while some are inclined to look for more than the outside figure.

Contrary to the general belief, a great part of the cash buying of late has been for reasonably prompt shipment, with very little buying ahead, except in a few cases so that in cash circles it is still contended that distributors' stocks are not large, and that consumers must continue to buy to some extent, with prices the secondary consideration.

Compound trade continues very slow, according to all reports, but it is evident

that cotton oil is becoming less and less dependent upon compound as a source of distribution. This particular season, more than any other, will emphasize that fact, as pure lard has constantly competed in a serious way with the compound trade, and a great part of the season has actually sold under the compound level.

Compound Trade Slow.

The increased distribution the past few months has not been due to any betterment in compound trade but has, to a great extent, been due to the heavy takings by the salad dressing trade. The latter is becoming more and more of a factor each year, and in many cases refiners are not pushing compound, but are pushing their winter oil business.

Deliveries on July contracts thus far have been 4,500 bbls., including 1,300 tendered that were re-issued. Part of the oil was taken by a prominent mid-western refiner, and it should not be surprising to see this oil come back on the market in August, as that particular interest is credited with being short the August delivery. The tenders did not have any influence, except momentarily, and the July readily tightened up and gives evidence of an existing short interest, although the remaining open interest in the current month is believed to be small.

The weather south has been somewhat better, but has as yet not brought any particular selling of the new crop deliveries; interest in the latter remains

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rather light, and the general disposition was to await the Government cotton crop report, although quite a little interest was displayed in the private estimates, which had ranged from 11,200 to about 11,800,000 bales.

Predict a Shortage of Oil.

In discussing the prospects for the next few months, one shrewd refining interest stated that it was his belief that a shortage of oil would develop before new oil was available in quantity. Recently this particular interest has been talking of a shortage during the month of December, but owing to the recent trade absorption, it is now believed that the pinch will be felt during the month of August.

The statistical position is being watched very closely, and of course a good deal depends upon the volume of cash business during July and August, while the disposition is to ignore the new crop outlook entirely, as far as the next few months are concerned.

It is argued that no matter how favorable cotton conditions may be for the next few months, new oil would not be available, so that the effects of a material improvement in cotton conditions would possibly be a material widening of the spread between the old and the new crop months.

The lard market continues irregular. Cash trade is fair, but not large, while stocks continue to increase, and deliveries on July contracts have been heavy. At Chicago the lard stocks increased nearly ten million pounds the last two weeks of June, and now total 92,002,000 lbs. against 71,255,000 on June 1st and 52,662,000 lbs. on July 1st last year.

The heavy run of hogs has been on for so long that it attracts less and less attention, as everyone is confident that sooner or later the run must, of necessity, fall off considerably. The hog level continues weak, while corn went to new highs at Chicago, July selling at nearly a dollar a bushel, which does not speak well for feeding operations, while private estimates on the corn crop issued this week were for

prospects some 400,000,000 to 500,000,000 bu. less than last year.

The crude markets continue nominal with the southeast 9 $\frac{1}{4}$ c bid, while bids of 9 $\frac{3}{4}$ c in Texas did not bring out much oil.

COTTONSEED OIL—Market transactions—

Thursday, June 26, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1070 a	
June	100	1185 1085	1070 a	
July	4600	1086 1075	1080 a	1083
Aug.	100	1080 1080	1080 a	1083
Sept.	7100	1085 1075	1083 a	1085
Oct.	4500	1048 1042	1044 a	Flat
Nov.	1200	948 941	944 a	946
Dec.	500	940 933	935 a	941
Jan.			937 a	943

Total sales, including switches, 22,300 P. Crude S. E. 912 $\frac{1}{2}$ -925.

Friday, June 27, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1085 a	1090
July	6000	1089 1078	1088 a	1089
Aug.	300	1080 1080	1083 a	1088
Sept.	9400	1087 1080	1084 a	1085
Oct.	1700	1048 1043	1044 a	1045
Nov.			945 a	947
Dec.			935 a	937
Jan.	200	937 936	936 a	940
Feb.			936 a	950

Total sales, including switches, 27,400 P. Crude S. E. 925 Noml.

Saturday, June 28, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1085 a	
July			1085 a	1100
Aug.			1089 a	1093
Sept.	1400	1085 1081	1083 a	1086
Oct.	1200	1045 1043	1043 a	1046
Nov.	200	950 947	948 a	950
Dec.			930 a	942
Jan.			935 a	945
Feb.			935 a	950

Total sales, including switches, 3,000 P. Crude S. E. 925 Noml.

Monday, June 30, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot				1150
July	800	1123 1100	1100 a	1025
Aug.	200	1090 1090	1093 a	1098
Sept.	9300	1094 1083	1092 a	1093
Oct.	2800	1048 1041	1046 a	1049
Nov.	900	250 948	949 a	950
Dec.	600	945 938	943 a	945
Jan.	300	946 940	940 a	946
Feb.			940 a	955

Total sales, including switches, 14,900 P. Crude S. E. 925 Noml.

Tuesday, July 1, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100 a	1150
July	500	1100 1100	1090 a	1100
Aug.	500	1098 1095	1095 a	1100
Sept.	10200	1097 1083	1095 a	1096
Oct.	3400	1047 1025	1040 a	1041
Nov.			940 a	950
Dec.	300	938 935	937 a	941
Jan.			935 a	945
Feb.			935 a	950

Total sales, including switches, 15,900 P. Crude S. E. 925 Noml.

Wednesday, July 2, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1090 a	1115
Jan.		930 925	920 a	925
Feb.			920 a	935
July			1085 a	1100
August	1100	1100 1085	1085 a	1090
Sept.	1098	1080 1083	1083 a	1087
Oct.	1045	1014 1014	1014 a	1015
Nov.	948	930 930	930 a	932
Dec.	940	930 920	920 a	924

Total 12,900.

SEE PAGE 37 FOR LATER MARKETS.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 2, 1924.—Crude, 9 $\frac{3}{4}$ c asked; 9 $\frac{1}{2}$ c bid. Stocks so low influence on market almost negligible. Best quality refined bleachable almost exhausted. Thirty-six per cent meal, \$40.00; 40% meal, \$45.00; loose hulls, \$15.30; sacked hulls, \$20.00; all delivered New Orleans. Supplies small.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 2, 1924.—Cottonseed \$40.00 per ton delivered Dallas. Crude oil, 9 $\frac{1}{4}$ c; cake and meal, \$43.00; Dallas; Hulls on location, \$11.00; linters, first cut, 8 $\frac{1}{4}$ @ 11c; second cut, 4 $\frac{1}{4}$ @5c; mill run, 4 $\frac{1}{2}$ @ 5 $\frac{1}{2}$ c.

VEGETABLE OIL IMPORTS.

The United States imported 20,081,958 lbs. of cocoanut oil, valued at \$1,613,777 during April, 1924, according to the U. S. Department of Commerce. This entire amount came from the Philippine Islands.

During the same month, 4,660,955 lbs. of peanut oil were imported, valued at \$367,231. Most of this came from China.

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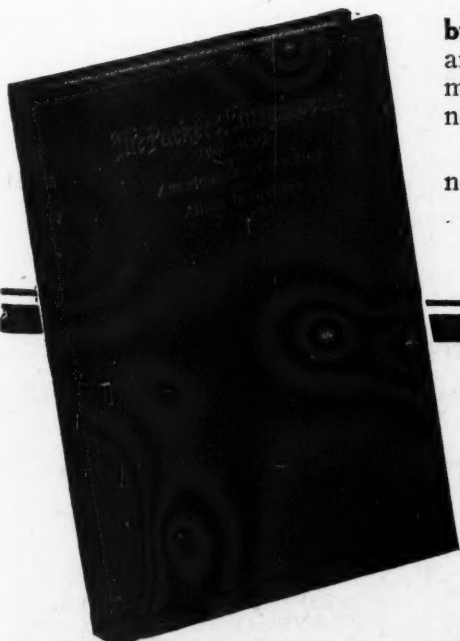
How? It's only by comparison—comparing his results with those obtained by operators in the more efficient plants.

Let's cite an example which will hit your pocket-book: **What is your shrinkage on hides?** Can you give the figures exactly? How do you know that you are not losing two, three or even five per cent on your shrinkage? What does it mean to you in dollars and cents if you lose only two per cent on your shrinkage?

Information like this is worth thousands of dollars to any packer, and it is only ONE good reason why "THE PACKERS' ENCYCLOPEDIA" should be on your desk.

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Manufacture of Dried Beef
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Handling and Grading Beef Casings
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Manufacture of Beef Extract
Manufacture of Oleo Products
Tallow
Handling of Hides

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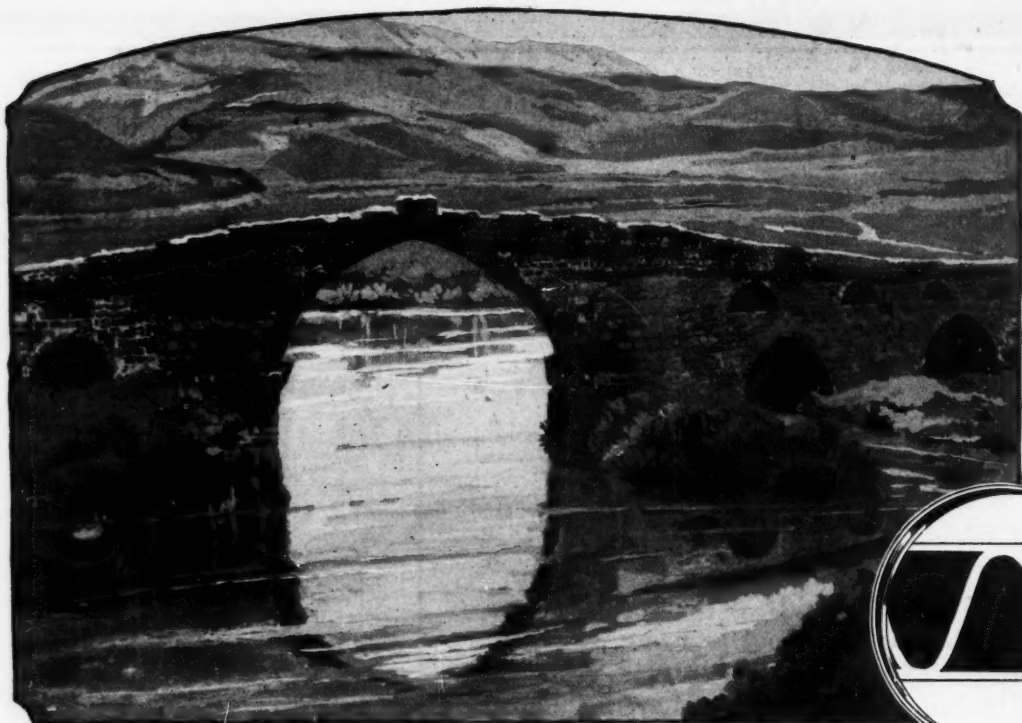
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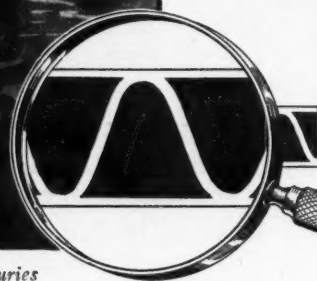
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the Strength.



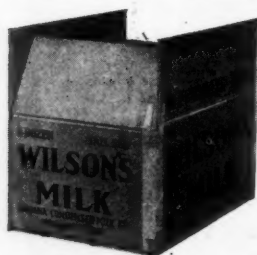
This slight, rudely built foot bridge in Palestine is still serviceable although twenty centuries of time have passed over it—a wonderful example of the resistance of the arch.

The Mid-West Box is Strengthened by The Arch in the same way as a Bridge

For 2000 years countless feet of men and beasts and millions of tons of various burdens have been carried safely over this bridge whose sole claim to strength lies in its supporting arch.

Whether in bridge or corrugated fibre board shipping package, like the popular and widely used Mid-West Box, the function of the arch is the same—to protect, to support, to brace, to absorb weights, pressures and shocks, and to insure safety.

The high arched corrugations of the Mid-West Box save 30% to 70% of smashage costs with ordinary boxes, making this box the logical shipping package for thousands of commodities. It is built up to a quality, not down to a price. And as the higher priced suit of wool will outlive the cheap suit of shoddy—so the Mid-West Box can not be placed in comparison with low-priced, nondescript boxes that do not “deliver the goods.” Mid-West Boxes conform to every railroad requirement including *highest test liners*—the guarantee of a better, more economical service that you cannot afford to ignore.



The increasing use of Mid-West Boxes in your field is entirely due to their filling a need—BETTER.

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Three Distinctive Mid-West Features

Waterproof Container: Is everything its name implies.
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THE WEEK'S CLOSING MARKETS

THURSDAY'S CLOSINGS.

Provisions.

Hog products irregular with fairly liberal hog receipts, limited foreign demand, light trade and mixed sentiment. July lard deliveries well taken. Government June pig survey indicates decrease of about eight million hogs in spring crop in corn belt with a decrease in number of sows farrowed this spring in corn belt of 20 per cent and of pigs saved 17 per cent, while the number of sows bred for fall farrowing shows decrease of 11 per cent.

Cottonseed Oil.

Cotton oil market easier in latter part of the week, selling new crops on strength of government report showing record area planted and prospective crop of 12,144,000 bales. Old crops relatively strong; no pressure on nearbys. Cash trade continued good but cotton outlook made sentiment more mixed.

Quotations on cottonseed oil at Thursday noon, were July, \$10.80@11.00; August, \$10.80@10.90; September, \$10.83@10.86; October, \$10.13@10.15; November, \$9.21@9.23; December, \$9.15@9.20; January, \$9.15@9.20; February, \$9.15@9.30.

Tallow.

Considerable extra sold, 7½c New York, an advance of ¼c.

Oleo Oil and Stearine.

Stearine, 12¼c.

THURSDAY'S GENERAL MARKETS.

New York, July 3, 1924.—Spot lard at New York, prime western, \$11.45@11.55, middle western, \$11.30@11.40; city, steam, \$11.00; refined, continent, \$12.25; South American, \$12.75; Brazil kegs, \$13.75, compound, \$12.50@12.75.

Liverpool Provision Markets.

Liverpool, July 3, 1924.—(By Cable)—Quotations today: Shoulders, square 6ls; New York, 56s; shoulders, picnics, 57s; hams, long cut, 88s; hams, American cut, 90s; bacon, Cumberland cut, 70s; bacon short backs, 74s; bellies, clear, 71s; Wiltshire sides, American, 71s; Canadian, 80s; spot lard, 65s 6d.

Hull Oil Market.

Hull, England, July 3, 1924 — (By Cable).—Refined cottonseed oil, 41s 6d; crude cottonseed oil, 39s 3d.

APRIL MARGARINE STATISTICS.

Following are the figures of actual production for the month of April, 1924, as reported by margarine manufacturers to the U. S. Department of Agriculture.

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report.

UNCOLORED MARGARINE.

	April 1924.	April 1923.
Exclusively animal	60,822	27,720
Exclusively vegetable	8,934,100	7,885,728
Animal and vegetable	10,253,236	10,008,634

COLORED MARGARINE.

	April 1924.	April 1923.
Exclusively animal	300,750	245,054
Exclusively vegetable	721,367	610,310
Animal and vegetable	20,270,275	18,777,446

This was an increase of 1,492,829 pounds in April, 1924, over the corresponding month a year ago, or about 8 per cent.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York June 1 to June 30, 250 bbls.

VEGETABLE OIL MARKETS.

COCOANUT OIL—A firmer market was again witnessed the past week, and while the volume of business was reported as moderate, the market continued to reflect the betterment in the oil situation in general. Offerings were lighter, and firmly held, while copra was ¼c higher, and quoted at 5c f.o.b. Pacific coast, and 5½c New York.

At New York Ceylon in barrels was quoted at 9¾@9½c, tanks coast 8½@8¼c, tanks New York 8¼c; Cochín, bbls., New York 9¾@10c; edible, bbls., New York, 10¾@11c.

SOYA BEAN OIL—The market continues nominal, owing to scanty supplies available, but the undertone is very firm. At New York crude in barrels was quoted at 12@12¼c; tanks New York 10¾@10¾c edible, barrels, New York 10¾c—tanks, Pacific coast, 9¾@9½c.

PEANUT OIL—The volume of business continued small, and supplies everywhere light, the undertone is quite steady. At New York refined, bbls., quoted at 14½@14¾c.

CORN OIL—The market showed further strength with a better demand, again helped by strength in cotton oil; in some quarters a better demand for refined oil was reported. At New York crude in barrels was quoted at 10¾@11c, refined barrels 11½@11¾c, cases \$13.38, and tanks Chicago 9¼c.

PALM OIL—With spot supplies well cleaned up, and cabled offerings firm, the market developed more strength, influenced somewhat by the better feeling in tallow. At New York Lagos spot was quoted at 7¼c, shipment 7¼@7¾c, Niger spot 7c, shipment 6¾c.

PALM KERNEL OIL—The market was dull and steady with imported quoted at 8¾@8¾c.

SESAME OIL—Demand has been spasmodic, but better than of late; the undertone was firmer, with cotton oil, and spot sesame New York, barrels, was quoted at 11¼@11½c, and shipments at 11¼c.

COTTONSEED OIL—Demand has been good, spot supplies are small, and tightly held, with P. S. Y. spot, barrels, New York quoted at 11½@12c. Southeast crude 9¼c bid—Texas 9¾c bid. Bleachable, tanks, New York, 10¾@11c.

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your costs, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

Send a 2-cent stamp for the article on "Short Form Smoked Meat Tests." Address Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

TRADE GLEANINGS.

Tittle Bros. Packing Co., Gary, Ind., has opened a new retail meat market in Kenosha, Wis.

The Indian River Fertilizer Company, Vero, Fla., plans to erect a 60-ton capacity fertilizer plant.

The South Texas Cotton Oil Company, Houston, Tex., has increased its capital from \$600,000 to \$1,250,000.

The annual convention of the Mississippi Cottonseed Crushers' Association will be held at Biloxi, Miss., July 15 and 16.

The Guthrie Cotton Oil Company has been incorporated in Guthrie, Okla., with a capital stock of \$200,000, by E. Cook, C. W. Patterson and A. T. Buening.

A new branch house is soon to be erected in Nashville, Tenn., by Armour and Company. The new building will replace the old branch house in that city.

The Beef By-Products Company has been incorporated in Elizabeth, N. J., with a capital stock of \$125,000, and will manufacture meat scrap for stock feeding purposes.

The Spedden Packing Co., Inc., has been incorporated in Cambridge, Md., with a capital stock of \$30,000, by J. Rowland Stewart, Geo. W. Woolford and John S. Skinner.

The Talbot Farms Company has been incorporated in Easton, Md., by A. Sydney Cover, Jr., Wm. E. Withgott and J. R. Wheatley. The concern will operate a packing plant.

H. D. Ansley has resigned as superintendent of the beef department of the Pittsburgh Provision & Packing Co., it was announced recently. He will be succeeded by George Ross, formerly night superintendent, while E. Renter has been appointed night superintendent. Mr. Ansley has left for California with his family, where he expects to make his home.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, July, 2, 1924.—Wholesale cuts: Pork loins, 19@21c; green hams, 8-10 lbs., 16½c; 10-12 lbs., 16c; 12-14 lbs., 15½c; green picnics, 4-6 lbs., 9½@10½c; 6-8 lbs., 8½@9c; green clear bellies, 6-8 lbs., 13½c; 8-10 lbs., 13c; 10-12 lbs., 12½c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12c; 12-14 lbs., 12c; S. P. clear bellies, 6-8 lbs., 11c; 8-10 lbs., 11½c; 10-12 lbs., 11c; 12-14 lbs., 11c; S. P. clear bellies, 10-12 lbs., 16½c; 10-12 lbs., 16c; 12-14 lbs., 15½c; 18-20 lbs., 18½c; dressed hogs, 11¾c; city steam lard, 11c; compound, 12½@12¾c.

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, June 21, 1924.

There has been a generally good tone all week in the bacon trade, and although prices are not showing much advance they have a hardening tendency for most cuts. Irish and Danish are both firm and higher, and Canadian also shows more firmness. The American bacon position is helped by the relative firmness of other cures, and there is a firmer tendency in the market with a demand of a more encouraging character.

Wiltshires do not show much change, but Cumberland cuts, bellies and backs are all firmer. Hams have a fair sale at slightly better prices. In shoulders, squares are dearer, and there is a good inquiry for light average picnics.

On spot lard has firmed up in response to the rise in Chicago, and there has been an improved trade on this article.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, July 2, 1924.

CATTLE—A slight decrease in receipts, and healthier dressed beef outlet were the principal factors in elevating prices on foot. Fed steers of value to sell at \$9.50 upward finished 25@35c higher than last Thursday, while scarcity and consequent broad demand for yearlings boosted these 35@50c higher.

Desirable grain fed heifers shared the general upturn on yearlings. Grain fed, fat cows, kinds eligible to \$6.00 and better advanced 25c but slowness continued to mark the price path not only of grassy cows but also pasture dieted steers and yearlings.

Bulls came back energetically gaining 25 @35c, while the upturn on veal calves was \$1.00, packers paying upward to \$10.25 today for choice kinds. Highly finished fed steers were comparatively numerous. Long fed Nebraska and Iowa topped at \$11.10; \$10.50@11.00 kinds being fairly numerous, best long yearlings topping at \$10.50.

HOGS—In the last six market days swine prices fluctuated sharply, but the gains more than balanced the losses by a very narrow margin. In general values were 5@10c higher than last Wednesday, which was only a very minor part of the upturns scored late last week. More liberal receipts around the market circle, slack inquiry from shippers and the approaching two-day holiday were bear factors in trade.

Some widening in prices appeared during the sharp declines of this week, with packing and lower grades discounted more severely. Weighty butchers continued to command the best figures.

SHEEP—General improvement in the dressed trade gave tone to the foot market during the week and after last week's steady close the three first days of the calendar week saw values on lambs advancing \$1.00@1.25 with cull natives 75@1.00 higher. Yearling wethers showed sympathetic gains around \$1.00 and young wethers in the age division were 25@50c higher.

Kinds over two years old and fat ewes maintained an even price keel. Bulk of range fat lambs moved at \$10.00@15.00 with \$15.10 top to city butchers today, while \$13.75 stopped best on sale last Wednesday. Natives bulked from \$13.50@14.00. Choice lightweight ewes are quotable to \$6.00.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, July 2, 1924.

CATTLE—Considerable price improvement has marked the week's trade in beef steers and most classes closed 15@25c higher than last Thursday while the more desirable grades of yearlings are 25@50c up. Texas grassers have held their own and are steady to strong.

Choice grades of both matured steers and yearlings have been relatively scarce and those offered met good outlet. Best handyweights and heavy steers cashed up to \$10.00 and choice yearlings reached \$10.30, the week's top. Bulk of fed steers were taken from \$7.75@9.75, while most of the grassers went from \$4.60@6.00, cake

feds realizing \$7.00@9.25. Better grades of fed stock are 25@50c higher while in between grades and canners and cutters are 15@25c over the previous Thursday. Bulls are 10@15c higher and most killing calves show 50c@1.00 advances, best vealers bringing \$8.00@8.25.

HOGS—Trade on foot has been uneven, price advances early in the week having been lost with closing levels 5@10c lower than last Thursday. Best butchers sold up to \$7.25 early in the week but today choice offerings had to go at \$7.05 with the bulk of the more desirable grades from \$6.50@7.00. Shipping orders have been limited. Very little change has been registered for packing sows, the bulk selling from \$6.25@6.35.

SHEEP—With a more satisfactory outlet in the east for the dressed product, the live market for both sheep and lambs has reacted and a part of the recent loss has been regained. Most fat lamb prices are 50c@1.00 higher than last Thursday and good sheep fully 50c higher.

Idaho lambs sold up to \$13.50, best natives landed at \$13.00. Bulk of the range lambs sold from \$13.25@13.50 and very few good natives had to sell under \$12.00. Texas wethers sold up to \$6.75 with others down to \$6.35. Comparatively few fat ewes went to killers and sales ranged from \$4.50@6.00 according to weight and quality.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, July 2, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$ 7.25	\$ 7.05	\$ 6.85	\$ 7.30	\$ 6.75
BULK OF SALES	6.50@ 7.10	6.90@ 7.05	6.10@ 6.75	7.10@ 7.25	5.60@ 6.60
Hvy. wt. (250-350 lbs.), med.-ch.	6.90@ 7.25	6.85@ 7.05	6.40@ 6.85	7.15@ 7.30	6.40@ 6.75
Med. wt. (200-250 lbs.), med.-ch.	6.85@ 7.20	6.90@ 7.05	6.25@ 6.80	7.05@ 7.30	6.25@ 6.65
Lt. wt. (150-200 lbs.), com.-ch.	6.35@ 7.05	6.40@ 7.00	5.75@ 6.60	6.65@ 7.20	6.25@ 6.60
Lt. lt. (130-150 lbs.), com.-ch.	5.35@ 6.75	5.50@ 6.50	5.00@ 6.40	5.75@ 7.00	5.75@ 6.50
Packing hogs, smooth.	6.30@ 6.55	6.20@ 6.35	5.90@ 6.15	6.15@ 6.25	5.50@ 6.00
Packing hogs, rough.	5.90@ 6.30	6.00@ 6.20	5.75@ 5.90	5.90@ 6.15	5.50@ 6.75
Slighter pigs (130 lbs. down), med. ch.	5.00@ 5.75	4.75@ 5.75	4.00@ 5.00	5.00@ 6.00	.....
Av. cost and wt. Tues. (pigs excluded)	6.88-254 lb.	7.01-211 lb.	6.82-247 lb.	7.09-212 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	10.35@11.25	9.85@10.80	9.80@10.60	10.25@11.00	.....
Good	9.50@10.50	8.85@10.00	8.80@10.00	9.50@10.25	8.50@ 9.50
Medium	8.00@ 9.60	7.00@ 9.00	7.50@ 9.00	7.25@ 9.50	7.00@ 8.75
Common	6.00@ 8.00	5.25@ 7.25	6.00@ 7.75	6.00@ 7.25	5.75@ 7.25
STEERS (1,100 LBS. DOWN):					
Choice and prime	10.00@10.75	9.60@10.60	9.35@10.20	9.75@10.50	.....
Good	9.25@10.35	8.65@ 9.70	8.50@ 9.80	9.00@ 9.75	8.25@ 9.25
Medium	7.50@ 9.50	6.50@ 8.75	7.35@ 8.80	6.75@ 9.00	6.75@ 8.25
Common	5.50@ 8.00	4.75@ 6.50	5.25@ 7.50	5.00@ 6.75	4.75@ 6.75
Canner and cutter	4.00@ 5.50	3.50@ 4.75	3.65@ 5.25	3.50@ 5.00	3.00@ 4.75
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	8.50@10.25	7.85@ 9.85	7.50@ 9.50	8.25@ 9.50	7.00@ 9.00
HEIFERS:					
Good-choice (850 lbs. up)	7.50@ 9.75	6.50@ 8.75	6.35@ 8.50	6.25@ 8.25	6.00@ 8.50
Common-med. (all weights)	5.35@ 7.50	3.50@ 6.50	4.00@ 6.35	4.50@ 6.25	4.25@ 6.00
COWS:					
Good and choice	5.30@ 8.00	5.25@ 7.65	5.25@ 8.10	5.25@ 7.00	4.50@ 7.00
Common and medium	3.65@ 5.50	3.40@ 5.25	3.35@ 5.25	4.00@ 5.25	3.00@ 4.50
Canner and cutter	2.25@ 3.65	2.00@ 3.40	1.75@ 3.35	1.75@ 4.00	2.00@ 3.00
BULLS:					
Good-ch. (beef yrags. excluded)	4.85@ 7.00	4.65@ 5.85	4.65@ 6.25	5.00@ 6.50	4.50@ 6.25
Can.-med. (canner and bologna)	3.40@ 5.00	3.00@ 4.65	3.35@ 4.65	3.00@ 5.25	3.00@ 4.50
CALVES:					
Med.-ch. (190 lbs. down)	6.25@ 8.50	6.25@ 8.50	7.00@ 9.75	6.00@ 9.75	6.00@ 8.25
Cull-com. (190 lbs. down)	5.00@ 8.00	3.00@ 6.25	4.00@ 7.00	3.50@ 6.00	3.50@ 6.00
Med.-ch. (190-280 lbs.)	5.00@10.00	4.50@ 8.00	5.00@ 9.25	4.00@ 9.00	4.00@ 8.00
Med.-ch. (280 lbs. up)	4.00@ 8.00	4.00@ 7.25	4.75@ 7.00	4.00@ 7.50	3.50@ 6.00
Cull-com. (190 lbs. up)	3.00@ 7.75	3.00@ 4.25	3.50@ 6.75	3.00@ 4.00	3.00@ 6.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	12.50@15.10	11.50@13.75	12.00@14.00	11.25@13.50	11.25@13.25
Lambs, cull-com. (all weights)	7.75@12.50	6.00@11.50	7.50@12.00	6.50@11.25	7.00@11.25
Yearling wethers, med.-prime	9.75@12.75	8.00@11.50	9.25@11.50	8.50@11.25	8.50@11.50
Wethers, med.-pr. (2 yrs. old and over)	5.75@ 9.75	5.00@ 7.90	5.00@ 9.25	.....	5.00@ 8.75
Ewes, common to choice	2.75@ 6.00	3.00@ 6.00	3.00@ 5.50	3.00@ 5.50	2.75@ 6.25
Ewes, canner and cull	1.00@ 2.75	1.00@ 3.00	1.00@ 3.00	1.00@ 3.00	1.00@ 2.75

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ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)

E. St. Louis, Ill., July 2, 1924.

CATTLE—Following last week's drastic declines a let up in receipts this week enabled the country to recoup part of the losses, native beef steers and canners advancing 25c as compared with the close of last week. Light yearlings and heifers and cutters gained 25@50c; better grade beef cows and bologna bulls 50c up; light vealers \$1.00@1.25 higher.

Tops for week: Matured steers, \$10.35; yearlings, \$10.25; heifers, \$9.25; bulk of native steers, \$7.65@10.00; yearlings and heifers, \$8.00@9.15; cows, \$4.00@5.50; canners, \$2.00@2.50; bologna bulls, \$4.00@5.25.

HOGS—Local killing interests furnished strong support to the hog market this week and prices on better grades of butcher hogs strengthened 10@20c over middle part of last week although prices are fully that much lower than last week's close. However, light lights have shown no improvement and pigs are about 25c lower.

Top soared to \$7.50 on Monday which was the week's high day but fell back to \$7.30 today. Bulk good hogs today brought \$7.10@7.25, 140@160-lb averages, \$6.25@7.00; good killing pigs, \$5.50@6.00; packing sows, \$6.15@6.25.

SHEEP—Although receipts show some enlargement, the lamb market has improved. Good lambs sold readily today at \$13.25 with top at \$13.50 with culls, \$6.50 or 50c higher than last week's close and 25@50c higher than the middle of last week. Sheep are unchanged, fat ewes, \$3.50@5.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics)

Omaha, Neb., July 2, 1924.

CATTLE—Most grades of beef steers and the grain fed end of the fat she stock contingent reacted upward during the week, advances in most instances amounting to 15@25c. In spots there were considerable more upturns. Trade sentiment was decidedly better than a week earlier. Medium to good grade steers predominated. Choice heavies topped at \$10.35.

Bulls and veal calves sold unevenly higher, the latter gaining 50c or more. Stockers and feeders continued unusually scarce. Trade continuing on a normal basis largely. Weighty bologna bulls reached \$4.65 and better, and packers paid upward to \$9.60 for choice veal calves. The meager trade negotiated in stockers and feeders centered mostly around \$5.50@7.50 kinds.

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Louisville, Ky.
References: Dun & Bradstreet**

HOGS—Prices fell away rather sharply, a downturn of 15@25c being in evidence. Top on Wednesday fell to \$6.85, the average price falling below \$6.50. Packing sows were fairly numerous. Mixed offerings were plentiful, comprising sows and light lights mostly. Weighty choice butchers early in the week topped at \$7.00.

SHEEP—Fat lambs came back emphatically, price advances amounting to 50c or more. Western range lambs comprised bulk of offerings, Idaho's predominating. Feeding lambs shared the upturn of fat kinds in a moderate way.

Firmness marked the outlook of fat sheep. As the week closed, best rangers were commanding \$13.85@14.00, some clipped new crop lambs making \$12.75. Yearlings shared the upturn shown by lambs, bringing \$10.00@11.40 on the rebound. Handyweight ewes sold upward to \$5.25 and above. Closely sorted feeding lambs were eligible to \$11.50, but a spread of \$10.75@11.25 took the bulk.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., July 1, 1924.

CATTLE—Cattle receipts around 4,500 for two days this week. Market a little more active than last week with prices fully steady on all killing classes. Best steers averaging 1,166 pounds sold at \$10.00, with most sales \$7.75@9.00. Mixed yearlings ranged \$6.50@8.00.

Choice heifers sold up to \$8.00, with most sales \$5.50@6.50. A few choice cows sold \$6.50@6.75, but bulk of fair to good kinds sold \$3.50@5.00. Canners sold mostly \$2.00@2.25, with a few dozen to \$1.50, and cutters \$2.50@3.25.

Bulls sold mostly \$3.50@4.50, with a few up to \$5.50. Calves declined 50c, best selling at \$7.50.

HOGS—Hog receipts were liberal for two days, numbering around 21,600. Monday's trade held steady, while Tuesday values were 5@10 lower. The top Tuesday was \$7.20 and bulk of sales \$6.75@7.10. Packing sows sold at \$6.15@6.25.

SHEEP—Sheep receipts around 9,000 for two days. Receipts mostly Idaho lambs and feeders. Lamb prices 35@50 higher for the period. Idahos sold Tuesday at \$13.50, and natives ranged \$12.00@12.75.

Aged sheep steady. Best ewes sold at \$5.00. Yearlings and wethers were scarce.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., July 1, 1924.

CATTLE—The local cattle market has reacted slightly after its recent declines, prices today on fat steers, yearlings and the better kinds of fat she stock looking unevenly 10@25c higher than last Wednesday. Much of the advance noted locally may be traced to the upturns at outside points as well as the light local receipts.

Best beeves on sale during the period were State University Farm yearlings which brought \$9.25 and \$9.75 while best weighty steers stopped at \$9.50. Bulk of fed steers and yearlings continue of a weight and quality to sell from \$7.00@8.50. Fat she stock holds to the \$3.50@6.00 levels for the rank and file while canners and cutters sell mostly at \$2.25@3.00.

Bologna bulls are mostly 15@25c higher bulk selling at \$3.75@4.25 with a few good heavies to \$4.50.

HOGS—The hog market is strong to slightly higher than at this time a week ago although in a slumpy condition at present. Desirable butcher and bacon hogs sold on Tuesday at \$6.65@6.85, packing sows \$5.75@6.00.

Receipts for the month of June totaled 258,000 showing a small increase over the record June run received last year. The average price of packers' and shippers' droves during June was \$6.58 compared with \$6.96 for May and \$6.38 a year ago.

SHEEP—Bulk of the fat native lambs sold Tuesday at \$12.00@13.00, culls mostly \$7.00. Sheep receipts were light, fat ewes selling largely at \$3.50@5.25.

MAXWELL and SON**Order Buyers****Cattle, Hogs, Sheep
and Calves****Buffalo Stock Yards
BUFFALO, N. Y.**

Phone Jefferson 2302

KENNETT-MURRAY**Order Buyers — Live Stock****Offices at Ten Markets****P. C. Kennett & Son
Louisville****P. C. Kennett & Son
Nashville****P. C. Kennett & Son
Montgomery****Kennett Sparks & Co.
E. St. Louis****Kennett Murray & Co.
LaFayette****Kennett Murray & Darnell
Indianapolis****Kennett Colina & Company
Cincinnati****Kennett Murray & Colina
Detroit****Kennett Murray & Brown
Sioux City****Kennett Murray & Company
Omaha**

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 28, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	4,463	14,900	11,496
Swift & Co.	5,499	20,100	21,724
Morris & Co.	4,132	18,000	8,200
Wilson & Co.	4,083	18,000	5,846
Anglo-American Prov. Co.	678	7,300	...
G. H. Hammond & Co.	2,577	11,400	...
Libby, McNeill & Libby	753	...	...
Brennan Packing Co.	7,700	hogs; Miller & Hart,	...
8,000 hogs; Independent Packing Co.,	9,800	hogs; Boyd, Lunham & Co.,	10,500
hogs; Western Packing & Provision Co.,	15,000	hogs; Roberts & Oake,	7,700
hogs; others,	25,400	hogs.	...

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,400	2,058	9,765
Cudahy Pkg. Co.	2,403	1,502	7,034
Powder Pkg. Co.	455	...	...
Morris & Co.	2,239	1,847	6,111
Swift & Co.	2,777	1,456	11,158
Wilson & Co.	2,473	246	9,783
Local butchers	804	250	1,364
Total	13,551	7,423	45,195

OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,528	19,050	7,680
Cudahy Pkg. Co.	4,850	18,827	7,857
Dold Pkg. Co.	894	9,415	...
Morris & Co.	2,004	10,115	7,792
Swift & Co.	4,389	10,693	7,774
Hoffman Pkg. Co.	70	...	...
Mayerwirth & Vail	75	...	...
Mid-West Pkg. Co.	73	...	...
Omaha Pkg. Co.	53	...	...
John Roth & Sons	134	...	...
S. Omaha Pkg. Co.	128	...	...
Lincoln Pkg. Co.	134	...	...
Nagle Pkg. Co.	133	...	...
Sinclair Pkg. Co.	192	...	...
Wilson Pkg. Co.	314	...	...
J. W. Murphy	...	7,291	...
Kenneth Murray & Co.	...	7,291	...
Other hog buyers, Omaha	...	5,486	...
Total	17,011	94,191	26,103

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,928	8,280	3,803
Swift & Co.	3,878	11,619	4,192
Morris & Co.	693	7,563	1,948
St. Louis Dressed Beef Co.	1,012	...	...
Independent Pkg. Co.	543	...	...
East Side Pkg. Co.	625	4,301	1,116
Hell Pkg. Co.	22	913	...
American Pkg. Co.	27	570	55
Krey Pkg. Co.	85	...	...
Siehoff Pkg. Co.	10	...	...
Butchers	9,496	22,948	2,089
Totals	19,270	56,604	12,408

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	1,951	338	19,258
Armour & Co.	1,346	196	12,033
Morris & Co.	1,142	414	9,416
Others	3,185	173	12,707
Total	7,624	1,121	53,414

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	2,063	106	21,321
Armour & Co.	2,440	67	18,503
Swift & Co.	1,512	36	7,862
Sacks Pkg. Co.	38	68	...
Smith Bros. Pkg. Co.	12	14	6
Local butchers	67	34	...
Packer and order buyer shipments	1,664	...	19,467
Total	8,396	328	66,959

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	774	970	1,234
Wilson & Co.	938	861	1,346
Others	97	38	350
Total	1,809	1,875	2,930

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Eastern buyers	2,015	2,814	27,100
Kingman & Co.	1,277	458	21,744
Moore & Co.	...	...	4,199
Indianapolis Abat. Co.	553	84	2,004
Armour & Co.	109	53	1,919
F. Heigelmeier & Bros.	3	...	990
Brown Bros.	200	15	...
Bell Pkg. Co.	84	...	358
Schussler Pkg. Co.	10	...	...
Meier Pkg. Co.	61	0	215
Indianapolis Pkg. Co.	...	10	310
Wahritz Pkg. Co.	12	96	...
Riverview Pkg. Co.	8	2	282
Miscellaneous	856	133	289
Total	5,221	3,674	60,113

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	1,403	4,414	20,963
Hertz & Hildin Co.	118	34	...
Katz Pkg. Co.	685	347	...
Swift & Co.	2,475	6,639	31,219
Others	306	9	8,043
Total	4,997	11,493	60,245

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	483	340	7,133	284
Dold Pkg. Co.	216	32	6,088	21
Local butchers	104	...	...	...
Total	803	372	13,221	305

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending June 28, 1924, with comparisons:

CATTLE.			
	Week ending June 28, 1924.	Prev. week, 1923.	Cor. week, 1923.
Chicago	22,205	25,908	29,086
Kansas City	13,551	18,908	20,709
Omaha	17,011	28,731	23,864
St. Louis	19,279	25,233	23,407
St. Joseph	7,624	8,818	8,911
Sioux City	8,396	10,602	7,847
Oklahoma City	1,809	2,803	2,937
Indianapolis	5,221	4,863	5,016
Cincinnati	1,282	1,783	...
Milwaukee	1,350	1,617	...
Wichita	803	965	859
Denver	1,764	...	...
St. Paul	4,967	5,686	6,093

HOGS.			
	Week ending June 28, 1924.	Prev. week, 1923.	Cor. week, 1923.
Chicago	175,400	149,100	189,100
Kansas City	45,195	42,131	84,227
Omaha	94,191	107,115	87,383
St. Louis	56,604	71,323	49,481
St. Joseph	53,414	51,991	51,910
Sioux City	66,959	75,006	90,448
Oklahoma City	60,113	54,632	54,991
Indianapolis	17,005	12,997	...
Cincinnati	6,088	7,190	...
Milwaukee	13,221	20,332	9,251
Wichita	10,659	...	...
Denver	60,245	58,102	60,133
St. Paul	...	...	...

SHEEP.			
	Week ending June 28, 1924.	Prev. week, 1923.	Cor. week, 1923.
Chicago	47,268	61,271	35,946
Kansas City	22,968	22,301	10,541
Omaha	26,103	30,750	30,750
St. Louis	13,408	17,677	18,083
St. Joseph	13,546	12,916	12,948
Sioux City	252	335	504
Oklahoma City	449	190	161
Indianapolis	2,285	2,600	3,274
Cincinnati	...	932	1,343
Milwaukee	...	321	485
Wichita	...	805	809
Denver	1,050	...	...
St. Paul	1,566	1,511	1,355

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 26, 1924:

BUTCHER STEERS.			
	1,000-1,200 Lbs.	Week ended June 26, 1924.	Same week ended 1923.
Toronto	\$ 8.00	\$ 8.00	\$ 8.25
Montreal (W)	7.50	8.25	7.75
Montreal (E)	7.50	8.25	7.75
Winnipeg	7.50	8.25	7.75
Calgary	6.25	6.25	6.25
Edmonton	5.50	6.50	6.00

VEAL CALVES.			
	11.00	\$10.00	\$11.00
Toronto	8.00	8.00	8.00
Montreal (W)	8.00	8.00	8.00
Montreal (E)	8.00	8.00	8.00
Winnipeg	8.00	8.00	8.00
Calgary	7.00	8.00	7.50
Edmonton	5.50	6.00	5.50

SELECT BACON HOGS.			
	9.00	9.46	9.50
Toronto	9.00	10.50	8.75
Montreal (W)	9.00	10.50	8.75
Montreal (E)	9.00	10.50	8.75
Winnipeg	7.92	9.62	7.81
Calgary	7.42	8.80	7.42
Edmonton	7.40	9.60	7.25

SIOUX CITY HAD 2,000,000 HOGS.

The Sioux City, Ia., stockyards recently passed the two million mark in the number of hogs marketed there in less than six months. This figure was reached earlier than ever before on that market.

With this record, the Sioux City yards reached fourth place in hog marketings during the month of June, being led by Chicago, East St. Louis and Omaha, in the order named.

RECEIPTS AT CENTERS.

SATURDAY, JUNE 28, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	3,000
Kansas City	300	3,500	3,000
Omaha	300	2,500	300
St. Louis	500	5,000	...
St. Joseph	100	6,000	1,200
Sioux City	300	12,000	...
St. Paul	...	900	...
Oklahoma City	200	100	...
Fort Worth	300	...	...
Milwaukee	...	100	...
Denver	200	300	1,000
Wichita	100	1,000	500
Indianapolis	300	6,000	100
Pittsburgh	100	2,000	200
Cincinnati	200	3,100	900
Buffalo	100	2,000	200
Nashville, Tenn.	200	2,000	300
Toronto	200	100	100

MONDAY, JUNE 30, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	53,000	17,000
Kansas City	13,000	16,000	6,000
Omaha	8,400	21,000	12,000
St. Louis	4,000	14,000	8,000
St. Joseph	3,300	10,000	2,500
Sioux City	2,500	13,000	300
St. Paul	2,800	15,000	200
Oklahoma City	400	900	...
Fort Worth	2,500	800	300
Milwaukee	200	700	...
Denver	1,800	1,300	7,000
Louisville	700	2,300	2,500
Wichita	1,400	1,000	...
Indianapolis	1,500	9,000	100
Pittsburgh	1,300	8,000	1,000
Cincinnati	1,000	4,000	700
Buffalo	1,500	14,000	800
Cleveland	700	5,500	800
Nashville, Tenn.	200	1,900	300
Toronto	1,800	1,600	900

TUESDAY, JULY 1, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	42,000	12,000
Kansas City	6,500	14,000	6,000
Omaha	4,800	22,000	8,500
St. Louis	5,000	21,000	4,000
St. Joseph	2,200	8,000	4,300
Sioux City	2,500	18,000	...
St. Paul	1,200	9,000	200
Oklahoma City	1,000	500	...
Fort Worth	1,600	1,500	100
Milwaukee	400	4,100	300
Denver	300	1,700	3,000
Louisville	500	500	...
Wichita	1,200	15,000	...
Indianapolis	1,000	1,000	300
Pittsburgh	500	5,500	2,100
Cincinnati	100	2,000	400
Buffalo	200	2,000	300
Cleveland	100	1,500	200
Nashville, Tenn.	...	...	...
Toronto	Holiday	...	...

WEDNESDAY, JULY 2, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	36,000	15,000
Kansas City	4,000	12,000	4,000
Omaha	5,000	20,500	11,000
St. Louis	2,500	18,000	3,000
St. Joseph	900	10,000	1,500
Sioux City	2,500	24,000	100
St. Paul	1,500	16,500	400
Oklahoma City	600	500	...
Fort Worth	3,200	300	300
Denver	300	2,000	2,500
Wichita	200	800	100
Indianapolis	800	10,000	400
Pittsburgh	300	3,000	3,000
Cincinnati	300	7,000	2,500
Buffalo	100	3,200	200
Cleveland	200	8,000	500

THURSDAY, JULY 3, 1924.

	Cattle.	Hogs	Sheep
Chicago	5,000	27,000	13,000
Kansas City	1,000	6,000	2,000
Omaha	1,000	12,500	5,000
St. Louis	800	8,000	3,000
St. Joseph	500	5,500	900
Sioux City	400	14,000	1,000
St. Paul	1,800	7,500	100
Fort Worth	1,200	1,300	600
Denver	300	2,000	200
Indianapolis	200	7,000	200
Pittsburgh	100	300	800
Cincinnati	200	2,800	1,300
Burlingame	100	3,800	400
Cleveland	200	4,000	300

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Three packers participated in a large movement of hides at half a cent above the recent movement of 50,000 hides. About 125,000 hides sold, cleaning most all brands to July first. All sellers moved 41,500 native steers at 12½c, one seller booked 7,500 heavy Texas at 12c; three sold 13,500 butts and two moved 23,000 Colorados. Three killers booked 35,000 branded cows and one accepted 10½c for 3,500 light cows. Prices ruling early in the week as asking levels were obtained. Natives moved at 12½c; Texas and butts realized 12c; Colorados sold for 11c and branded cows went at 9c. No heavy cows were sold but moved sparingly as noted yesterday at 10½c. The light cows noted above realized 10½c. Nothing transpired in bulls which last sold at 8c for natives and 6½c for branded. The small packer situation remains quiet with only one lot of June slaughter, about 10,000, unsold and held for 10½c firmly in view of the strength shown in the packer light native cow situation today.

COUNTRY HIDES—There is little change in sentiment in country stock. Action is limited because of the different views of buyers and sellers. Offerings are scarce from the local and outside dealers. Demand is not pressing. Sellers feel more sure of their position on the market today in view of the reaction effected in packer hides. Patent leather tanners continue to manifest the greatest amount of interest and only in the light lines. There is a meager domestic call for butts and some nosing around by foreign interests at low levels for the qualities involved. Asking prices by sellers in this market are quite strong, as much as a cent above the bid basis in some instances. Outside sellers are also inclined to value their materials highly, but not to the extent of local traders. All weight hides in the originating sections are rated at 7½@8c delivered basis with little material on sale and holders inclined to spring the outside level a trifle. Heavy steers here are quiet and nominal about 10c; heavy cows and butts list at 8@8½c asked as the general rule with sales at 7½@7¾c recently for winter haired and grubby lots as to percentages. Extremes list at 10@10½c asked in this market and down to 9½c bid by tanners of side leathers for the ordinary current receipts. Branded country stock ranges at 6½@7c flat nominal and country packer goods at 7½@8½c asked flat and selected as to sellers, sections and descriptions. Bulls have been selling at 6½@7c for country run with most of the business of late at the inside figure. Country packer bulls range at 7@7½c and glue hides have been selling at 5@5½c range.

CALFSKINS—Despite the action in other varieties of stock, calfskins remain rather passive. Tanners manifest very little interest as asking rates are above their views for the most part. There are not any large accumulations noted in this section and asking rates apparently are firm. Packers are sold out with the exception of one car of Junes which is held for the export paid basis of 21½c. Domestic buyers consider 20c nearer their ideas. City calfskins continue offered in limited supply at 19c the previously paid basis, at which level considerable stock moved, thereby supplying buyers needs for awhile to come. Some tanners have been buying in the choice outside sections where prices are more to their liking, picking up first salted skins at 18@18½c. Several cars of Ohio, Penn., Minn., Wis. cities sold in that range and one car realized 19c. Resalted parcels are quoted unchanged at 16@17c for cities and mixed country run

at 14@16c. Deacons are not in as great favor as formerly but are held unchanged at \$1.15@1.25; Stocks are not large, and receipts are dwindling. Kipskins are quiet. Sellers are endeavoring to interest tanners in these skins which are growing in size. Packers ask 16½c but would consider 10c straight through. Tanners wish to purchase the southern which comprise over half the holdings, at a cent discount. Outside descriptions 12@14c nominal.

MISCELLANEOUS MARKETS—Dry hides show no change being steady about 14c, a recently paid basis for all weight westerns. Horse hides are still rather friendless and listed \$3.75@4.00 for business and \$4.25@4.50 talked. Packer lamb-skins are quiet at \$1.00@1.25 range for 7@9 lbs. avg. stock coming now. Shearings are available at 90@95c in packer slaughter while small killer goods rate at 70@80c. Dry pelts are well sold out and quoted 28@32c. Pickled skins are quoted unchanged at \$6.50@9.00 dozen; hogskins 15@30c nominal.

New York.

PACKER HIDES—Further quiet business is rumored in city slaughter stock with details closely guarded. About 1,500 June native steers sold at 11½c. This is a new price and half a cent under prior business, but in line with the western decline. Close to 6,000 butts and Colorados sold earlier in the week at 10½@9½c respectively; cows have been selling at 9½c and bulls are quoted at 7½c nominal.

OUTSIDE PACKER HIDES—The undertone to the situation is easy in line with the recessions recently established in the big packer market. Business is relatively small. Some June, July small packer native steers sold at 11c and a couple of cars of native cows made 9½c. Bulls are held up to 8c and sold as low as 7c for mixed city and country packer stock.

COUNTRY HIDES—The situation is still a trifle easy in tone. Car Penn. extremes 25@50 lbs. 25% grubs sold at 9½c. Some choice northern section southern extremes in weights 15@50 lbs. sold at 10½c flat. Ordinary southern extremes rate at 8@9½c flat as to description and section. and similar light hides are available at 10@10½c with the outside usually asked. Buyers talk nothing over the inside figure. Western lights rate at 9½@10c with outside asked and inside bid. Heavy hides 7½@8c nominal.

CALFSKINS—New York city calfskins are featureless. Three weights quoted \$1.57½@2.17½@3.07½ lately paid. Outside skins are quoted unchanged at \$1.35@1.50 range on lights. Foreign skins are strong. Moderate quantities Polish skins selling at \$1.20 d. and f. 25,000 Southern calf sold at \$1.27½ for 8 lbs. down and weights 8@15 lbs. made 14½ flat. Several cars southern kips sold 11½@12c flat.

FOREIGN WET SALTED HIDES—The situation in frigorifico stock has turned inactive, more from lack of material than from any desire on buyers part to quality coming forward and the easiness in domestic sole leather hides. July slaughter, representing mid winter take-off has not as many friends as earlier kill which doubtless accounts for the slowness of stock at the moment. Last sales in June kill of Argentine steers were at 12½c and in Montevideo types at 13¾c for export while home tanners paid up to 13c and 14c respectively. Cows quoted up to 11c lately realized. Type hides have been quiet of late but recent business was at full comparative basis with the standard descriptions. About 2,000 B. A. Hillia Aldao type hides, ¾ steers held at 12½c; bids of 11c refused for type Rosario cows and 8 7/16 for campos Santa Fe cows.

SLAUGHTER REPORTS.

Special report to The National Provisioner showing the number of livestock slaughtered at the following centers for the week ending June 28, 1924:

	CATTLE	
	Week ending	Cor. week
	June 28, 1924.	Prev. week, 1923.
Chicago	22,205	25,908
Kansas City	20,074	25,786
Omaha	14,185	24,281
E. St. Louis	14,126	17,788
St. Joseph	5,327	7,054
St. Louis	7,183	8,910
Cudahy	813	887
Fort Worth	7,393	8,610
Philadelphia	1,876	2,010
Indianapolis	1,473	1,376
Boston	1,472	1,357
New York & Jersey City	8,764	9,820
Oklahoma City	3,684	4,510

	HOGS	
	Week ending	Cor. week
	June 28, 1924.	Prev. week, 1923.
Chicago	175,400	149,100
Kansas City	45,195	42,131
Omaha	72,820	79,437
E. St. Louis	46,857	43,237
St. Joseph	39,936	35,154
St. Louis	48,598	46,612
Cudahy	22,353	22,005
Ottumwa	19,510	19,324
Fort Worth	3,748	3,606
Philadelphia	15,426	17,054
Indianapolis	30,352	28,904
Boston	24,468	16,749
New York & Jersey City	40,654	44,139
Oklahoma City	2,930	5,465

	SHEEP	
	Week ending	Cor. week
	June 28, 1924.	Prev. week, 1923.
Chicago	47,206	61,271
Kansas City	22,068	22,301
Omaha	27,130	31,022
E. St. Louis	11,204	24,588
St. Joseph	12,735	11,855
St. Louis	374	442
Cudahy	312	208
Fort Worth	5,504	8,554
Philadelphia	3,726	5,098
Indianapolis	690	1,015
Boston	6,311	4,733
New York & Jersey City	33,138	40,619
Oklahoma City	440	190

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 5, 1924, with comparisons, are as follows:

	PACKER HIDES.	
	Week ending	Corresponding
	July 5, '24.	week 1923.
Spread native	14 @ 14½c	14 @ 14c
Heavy native	12 @ 12½c	12 @ 12c
Heavy Texas	12 @ 12c	12 @ 12½c
Heavy butts	12 @ 12c	12 @ 12c
Branded	11 @ 11c	11 @ 11½c
Heavy Colorado	11 @ 11c	11 @ 11c
Ex-Light Texas	9 @ 9c	9½ @ 10c
Branded cows	9 @ 9c	9 @ 9½c
Heavy native	10 @ 10½c	10 @ 10c
Light native	10 @ 10½c	10½ @ 11c
Native bulls	8 @ 8c	8½ @ 10c
Branded bulls	8½ @ 8c	9½ @ 10c
Calfskins	20½ @ 21c	20½ @ 21c
Kip	16 @ 16½c	16 @ 16c
Slunks, regular	1.25 @ 1.25	1.15 @ 1.20
Slunks, hairless	40c @ 40c	35 @ 40c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	CITY AND SMALL PACKERS.	
	Week ending	Corresponding
	July 5, '24.	week 1923.
Natives all	10 @ 10½c	10 @ 10c
Weights	10 @ 10½c	10½ @ 11c
Bulls native	8 @ 8½c	8 @ 8c
Branded hides	8 @ 8½c	8½ @ 10c
Calfskins	18c @ 18c	18 @ 18½c
Kip	15c @ 15c	15 @ 15½c
Light calf	\$1.50 @ 1.50	\$1.50 @ 1.50
Slunks, regular	\$1.50 @ 1.50	\$1.00 @ 1.10
Slunks, hairless	35 @ 40c	35 @ 40c
No. 1	35 @ 40c	35 @ 70c

	COUNTRY HIDES.	
	Week ending	Corresponding
	July 5, '24.	week 1923.
Heavy steers	8½ @ 9c	10 @ 11c
Heavy cows	7½ @ 8c	9 @ 9½c
Butts	7½ @ 8c	9 @ 10c
Extremes	9½ @ 10½c	10 @ 11c
Bulls	6½ @ 7c	8 @ 8½c
Branded	6½ @ 7c	8 @ 8½c
Calfskins	13½ @ 14½c	13½ @ 14c
Kip	11½ @ 12½c	12 @ 13c
Light calf	\$1.15 @ 1.25	\$1.15 @ 1.25
Deacons	\$1.00 @ 1.10	\$1.00 @ 1.10
Slunks, regular	\$0.90 @ 1.00	\$0.90 @ 1.00
Slunks, hairless	\$0.25 @ 0.30	\$0.25 @ 0.30
Horsehides	\$4.00 @ 4.50	\$3.50 @ 4.50
Hogskins	\$0.25 @ 0.30	\$0.20 @ 0.25

	SHEEPSKINS.	
	Week ending	Corresponding
	July 5, '24.	week 1923.
Large packers	\$2.50 @ 3.00	\$3.00 @ 3.25
Small packers	\$2.50 @ 3.00	\$2.75 @ 2.90
Prs. shear'gs	\$0.90 @ 0.95	\$0.75 @ 0.90
Country pelts	\$1.50 @ 2.00	\$1.50 @ 2.00
Dry pelts	\$0.28 @ 0.32	\$0.28 @ 0.32

ICE AND REFRIGERATION

ICE NOTES.

The Eugene Crystal Ice & Storage Company has been incorporated in Eugene, Ore., with a capital stock of \$20,000 by Mac McLean, C. L. Campbell, and George N. McLean.

Joseph M. Doernberg has sold a two-thirds interest in the Manhattan Ice & Cold Storage Company, Manhattan, Kans., to Alden F. Huse.

The plant of the Meridian Produce and Cold Storage Company, Meridian, Idaho, was recently completed and is ready for business.

The Utah Ice and Storage Company, Salt Lake City, plans to erect a three-story warehouse in Provo, Utah.

H. C. Doup plans to install an ice plant in North Little Rock, Ark.

The plant of the Bowton Ice Company,

Farmington, Ill., has been remodeled and enlarged.

A new ice plant has been opened in Pine Bluff, Ark., by the City Ice Company.

The Bunceton Ice Company, Bunceton, Mo., has been sold to Walter Johnson.

The Nevada Coal and Ice Company plans to make considerable improvement in its plant at Nevada, Mo.

The Hico Ice Cold Storage Company, located at Hico, Tex., has purchased property at Glen Rose, Tex., and will erect a cold storage plant.

The plant of the Home Ice Company, Depew, Okla., has been remodeled and new equipment has been installed.

The Hygea Ice Company has been incorporated in Monmouth Beach, N. J., with a capital stock of \$10,000 by Charles L. and Bessie F. Presley and Wm. L. and Hazel C. Blizzard.

ICE RESEARCH BUREAU.

A research bureau to study and analyze problems in ice manufacture, marketing, and the furthering of various uses for ice has been started by ice manufacturers in New Orleans, La. A campaign of intelligent advertising to acquaint the general public with the facts concerning the vast importance and necessity of ice will be one of the first steps undertaken by the new bureau.

EXHIBITION POSTPONED.

Announcement was made recently that the International Dairy and Refrigerating Machinery Exhibition, which was scheduled to be held in Buenos Aires, Argentine, has been postponed until September. Detailed information can be secured from the office of the Argentine-American Chamber of Commerce, 89 Broad Street, New York City.

MEAT TRADE AROUND WORLD.

(Continued from page 23.)

to the railways, where they are registered in the mass without subdivision into Siberian and Mongolian, and thereupon taken by train to the West, into European Russia.

Here the Mongolian breed is sorted out from the Siberian, and judging from the data of the cattle markets in Moscow as well as in Petrograd, Mongolian cattle, from year to year, enter to a larger percentage into the total of "Siberian" cattle which are feeding the capitals. One can be sure that in the near future the role of Mongolian cattle on the markets of the chief centers of European Russia will become more important.

This determines the direction which the evolution of the Siberian cattle-breeding industry will take. This evolution tends, under the pressure of economic forces, to an unconscious specialization on the part of Siberia in milk-cattle breeding, which has resulted in the exportation of Siberian butter on a gigantic scale. To produce butter is much more profitable than to produce meat. This advantage is increased by the fact that the cost of transportation over the long distances which separate the Siberian farmer from his market, is much higher on the first class of products (butter, etc.) than on the second. And butter is two or three times as dear as meat.

Siberian Butter Export.

The export of butter from Siberia is the result of local railway construction, and the happy thought of using refrigerator cars. In proportion, as the network of railways is extended, there will arise new butter-making districts; these will creep along, as it were, in the direction of the rails, little by little conquering the whole of the region now given over to extensive steppe-meat-cattle breeding.

Such a growth of the Siberian butter production must be welcomed, inasmuch as we can see that the old inhabitants and also the newly established Siberian villages, are getting rich by it. Thus meat production in Siberia, even if not

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curtailed, will not in any case keep pace with the increasing demand and this must necessitate the development of meat exportation from Mongolia.

During the 12 years, on an average, that the Siberian cow can be used for milk production, the Mongolian cattle raiser can make a profit by selling 4 to 5 year old cattle from his herds after ceasing to give milk. A 12 year old cow yields a poor quality of meat for a less exacting market; such meat is distributed somewhere in the back-yard of the world's market and it is in no way goods with which Siberia can command a place in the market.

And Mongolia, not going over to milk cattle-breeding, will make during the 12 year period three or four turnovers with the cattle fattened for slaughter on the same fodder that would be required for the subsistence of one milk cow.

Sheep Breeding in Siberia.

What about Siberian sheep-breeding? In Siberia in the year 1914 there were about 285 million sheep, which were used especially for tallow and wool. In the future with increasing facilities for the exportation of mutton (cold transport), the latter will go from Siberia into Russia and West Europe and the evolution of Siberian sheep-breeding will receive a meat-wool direction and undoubtedly will play a prominent role in the Russian, and West European market.

At the same time, by reason of the development of the milk producing industry, Siberian sheep-breeding will retreat to the districts suitable only for it—saline steppes with poor vegetation and of little value for cultivation. As a result of these conditions, Siberian sheep-breeding will diminish.

The mutton, just as the beef of Siberia, will not satisfy the demand of the European markets and there will remain enough room also for Mongolian mutton and the competition of the Siberian sheep does not menace it at all.

Are there also in Mongolia transport conditions which would make the butter industry more profitable than raising cattle for meat? If Mongolia were intersected by railways and if the whole natural trend of Mongolian life were not opposed to it, then it is probable she could develop her butter-making industry.

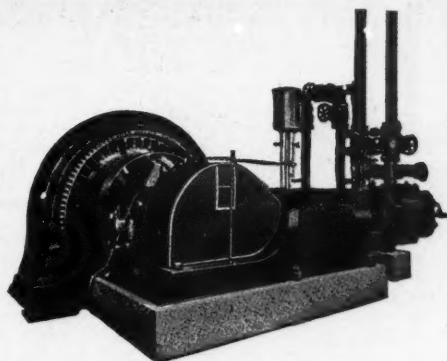
But within any reasonable length of time there will be no railways in Mongolia for the reason that the cost of construction would not be redeemed by the income from freights. Without any efficient railway service the export of butter from Mongolia is impossible; therefore the development of local butter-making is impossible.

A Meat Reservoir.

By the time railway construction becomes feasible in the Mongolian steppe the price of meat will probably be so high everywhere, that there will be no commercial interest for Mongolia to start on butter-making. It will be more profitable for this country to forever play the role of one of the few world reserves of meat and wool.

In fact, the gigantic development of modern cities and our civilization in general, expressing itself, among other ways in the growth of the world demand for cattle products, has created huge cattle-breeding industries in new countries—Argentina, Australia, New Zealand. And in these countries we can see that the districts with differences in branches of cattle breeding are very distinctly divided.

Here we see a new and very large area of high-plateau land, viz., Siberia and Mongolia (which latter country is, from an economic point of view, closely connected



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De La Vergne Ice & Refrigerating Machines

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

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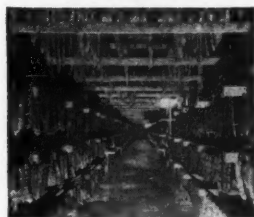
Jacksonville, Fla.
San Francisco, Cal.
Havana, Cuba
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stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (23½ in.) \$8.50
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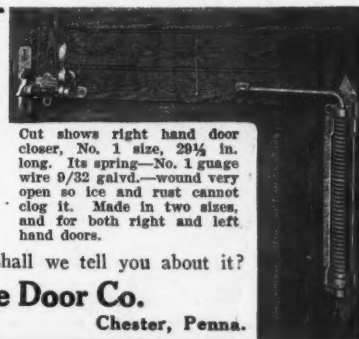
State size of doors. Whether right or left hand. Whether door and frame are flush.

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Cut shows right hand door closer, No. 1 size, 29½ in. long. Its spring—No. 1 gauge wire 9/32 galv.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

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We make a Specialty of

STOCKINET Meat Covers

For Hams and Other
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Write for Quotations on your
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with the former) transformed into sources of supply for cattle products, yet remaining, according to the character of their production, strictly divided.

Not an Agricultural Country.

But, perhaps Mongolia will change into an agricultural country and the plough will drive away the sheep and the cow? This is doubtful. Neither the climatic conditions nor the nature of the soil in Mongolia are suitable for agriculture with the exception of few river valleys where regular cereal growing is possible. In Mongolia, the raising of cattle, sheep, camels and horses will remain the chief occupation of the population.

There are no statistics for all Mongolia as to the number of cattle and the different figures which are given by different authors are based on their personal impressions and are therefore merely guesses.

In the year 1911 it happened that I had to take a census in a place near the town of Urga in Mongolia, which I could not conclude definitely on account of a lack of any true knowledge on the part of the

Mongolian proprietors themselves regarding the number of head in their herds.

Hard to Count Stock.

More or less exact calculations have been made in Eastern Mongolia in the provinces of Selingolm, Chjerim, Djoudos and Chjalatus. In these districts of Mongolia a part of the lands suitable for agriculture is already occupied by Chinese colonists, but in the still untouched steppe, typical Mongolian cattle-breeding still continues. In the Selingolm province it has been roughly calculated that there are 1,900,000 head of cattle, 700,000 horses, 2,000,000 sheep, and more than 300,000 camels; in 10 districts of the principalities of Chjerim it is claimed there are 580,000 head of cattle, 1,400,000 sheep, and 350,000 horses; in 11 districts of the Djoudos province the numbers are said to be 875,000 head of cattle, 1,220,000 sheep and 125,000 horses.

To apply the above figures to all the provinces of Mongolia would give an enormous number of animals. And one cannot, therefore, take seriously the following figures put forward by one author as representing the total number of stock in Mongolia: 18 million head of cattle, 28 million head of sheep, 3 million horses, 2½ million camels. Mongolia, I emphasize, is and in the visible future will continue to be a big reserve land of cattle, meat, fat, hides, sheep-skins, wool, camel hair, etc.

The fleece alone from the goat-skins of Mongolia gave to the importers of Germany and the United States receipts equal to the cost of all the goat-skins on the Mongolian market. By developing the export of cattle products from Mongolia, by standardising the sorting and finishing, the Russian industry could in time make a very profitable business, but it has lacked solid organization, which can be given only by enterprises with means, as well as breadth of aim. Such enterprises, unfortunately, have been entirely lacking up to the present time; but we see already the penetration of Japanese capital into Mongolia, though on a small scale, starting business in places near the Russian border.

Good Use of Poor Fodder.

Mongolian cattle-breeding merits attention not only because of its extensiveness but also because of the quality of the meat produced. The fact is that the special physical conditions of the Mongolian steppe have created also special qualities in the local cattle; it is not particular in the matter of food and is able to make use of what seems to be the poorest sort of fodder.

From the ordinary point of view, even the possibility of cattle-breeding in Mongolia seems almost paradoxical. There are very few steppes of the type familiar to Siberia, for the most part the steppes of Mongolia are raised plains or plateaux merging into mountain chains, almost entirely waterless and with very scant vegetation.

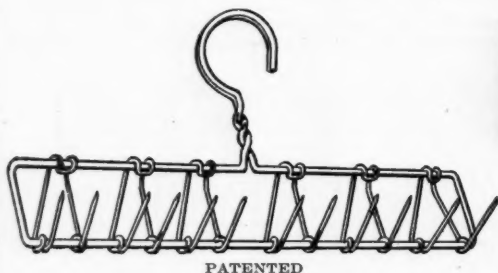
The soil consists mainly of stone and sand and only here and there can some tufts of grass be seen. A considerable part of the territory of Mongolia is occupied by the Gobi or Shamo, which, although not a "desert" as we are taught by the authors of text books on geography still can boast of but a slight covering of grass.

Cattle of more or less cultured stock could hardly find conditions here fit for existence, but the Mongolian herds not only exist, but even succeed during the summer period in laying up a store of fat which enables them to exist during the long winter and spring periods with their hardships and periods of famine. This reserve of fat is stored up in the fat tail of sheep, in the hump of camels and in the subcutaneous cellular tissue of cattle and horses.

Grasses High in Food Value.

A thing to be noted is the high food

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Buy No Germ products from your jobber
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Flexible hangers cost no more
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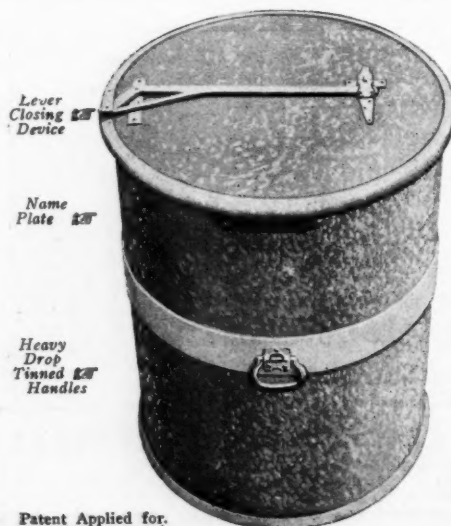
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value of Mongolian grasses, particularly of that poor vegetation which covers alike the high waterless steppes and the slopes and ridges of the mountains. It appears that these wretched looking and scanty grasses contain especially valuable nutritious qualities, inasmuch as the cattle decidedly prefer them to the more lush vegetation of the river valleys. The most valuable fodder is the famous "ostrets." The vegetation of the Mongolian steppes, however poor it may look, is feeding several million head of different kinds of animals.

Neither is Mongolia particularly rich in water sources, but these physical peculiarities of the Mongolian steppes have brought about corresponding characteristics in the animals; the cattle are extremely well adapted to enduring lasting thirst; camels for example, on the long way from Kalgan to Uрга (about 750 miles) remain for 5 or 6 days at a time entirely without water, and also, for that matter, without food.

Mongolian cattle during the summer and autumn are in pasture and during the winter and spring, until the appearance of new vegetation, are compelled to subsist on the scanty dried grass, which they must get from under the snow. It frequently happens that even this scanty food becomes unattainable, under a crust of ice, which causes starvation and perishing of whole herds. But this circumstance does not stop the astonishing increase of the cattle.

Good Beef Produced.

The value of Mongolian beef, in the main, is even higher than that of the famous "Cherkess" meat. In the latter's case the accumulations of fat are exterior or immediately subcutaneous or cover the interior organs. The best meat is that in which the meat, throughout its mass, is streaked with thin layers of fat. Such sorts of meat are produced for the demands of the Western-European consumers and are obtained from special stocks of culture cattle.

The meat of the Mongolian cattle approaches the latter type in quality, that is to say, it is like the meat of culture meat stocks and this is explained by the fact that the Mongolian cattle, with few exceptions, is never used for exhausting work, but is raised and fed on the steppes. By slaughtering it when it is 4 to 6 years old in its prime, a meat of such good quality is yielded that it will satisfy the tastes of European consumers.

The contemporary conditions of the utilization of Mongolian cattle, exhausting driving or transportation, the starvation in the quarantine stations during the time of vaccination, the slaughtering of insufficiently nourished, and sometimes quite exhausted cattle and the spoiling of the meat by severe freezing and thawing impair, of course, or destroy altogether the natural value of the product.

It follows as a matter of course, that for the regulation of the utilization of the Mongolian cattle and for the development of the meat export, big capital and an intelligent spirit of enterprise are needed. This means the erection of slaughterhouses at appropriate points and refrigerators, the transport of meat in refrigerator cars in the place of the obsolete method of conveying live cattle over thousands of miles.

By-Products Wasted.

At the same time, with the wide organization of slaughter houses, Siberia would be enriched by the utilization of the products of slaughtering—offal, hair, hoofs, horn, albumen and so on. There would also be a development of pig-breeding based on the fattening of pigs with the contents of the stomachs, together with the meat refuse.

This would furnish quite a healthy enterprise on a large scale which would pro-

duce a vivifying effect not only upon the meat business but also upon other products of Siberia, and more particularly on Mongolian cattle-breeding. At present, a big part of these products, such as hides, wool and hair, go abroad for a trifle, or are even entirely spoiled on the spot.

Meanwhile by regulating the production in conformity with the actual number of animals, by the utilization of the above named products, by means of a well organized export trade, or still better by the starting of industries on the spot for finishing these raw products, the local population as well as those industries would be enriched.

Poor Handling Cuts Value.

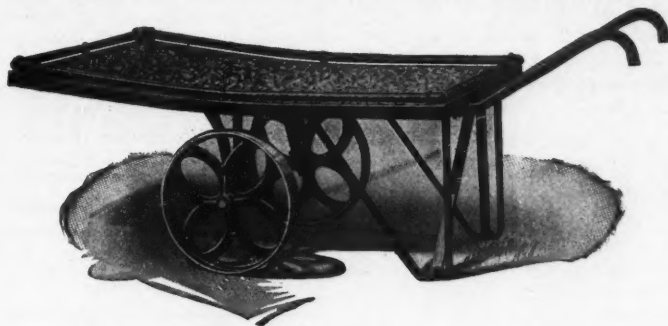
The neglect of the most elementary requirements of the trade, such as sorting the goods and putting them into a more or less proper shape, is lowering their value to an extreme degree, quite apart from the fact that the sale of produce in the raw state is less profitable. On such raw produce only the numerous middlemen and foreign manufacturers are growing rich.

As an example, we may point to the goat hides in Mongolia. They have been sold chiefly to America at a price hardly exceeding 15 copecks a piece. This cost is repaid by the value of the hair alone so that the skin is had for nothing and when it is finished into an expensive article it gives the manufacturer an enormous return.

During the low autumn prices on cattle they should be bought and put to graze. Owing to the abundance and cheapness of all kinds of fodder in Manchuria, the spring crises could be averted and considerable profit would accrue to the promoters of enterprises. But the business men of the Far East are men of the moment, the atmosphere in which they live is an unhealthy and speculative one; they are only after momentary gain and have no time to think about the morrow, nor about the loss which they will have to incur through their lack of system and of intelligent business methods.

In finishing this brief outline I would like to say that my work of many years in Siberia and Mongolia, and my careful study of the cattle-breeding business in those parts indicate to me the way in which capital and enterprise must go. Every intelligently established big business enterprise in this direction in Siberia or Mongolia, will receive, after the first two years of work, a return covering all

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A trial car will convince you.

HIGBIE SALT CO.

Fred K. Higbie, Pres.

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expenditures on organization. But, I repeat, the work must be undertaken by experts who have previously studied this business on the spot, and together with the export of all products they must simultaneously organize on a large scale the import of all the goods of which the nomadic Mongol is in need.

Chicago Section

Joseph A. Garrick, of Tupman, Thurlow & Co., New York City, visited his Chicago friends during the week.

Harold A. Ellis, of the Vegetable Oil Products Co., Los Angeles, Calif., spent a few days in the city this week.

J. S. McLean, secretary and treasurer of the Harris Abattoir Company, Ltd., Toronto, Canada, was a Chicago visitor during the week.

Packers' purchases of livestock at Chicago for the first three days of this week totalled 24,559 cattle, 7,662 calves 91,399 hogs and 26,433 sheep.

E. C. Merritt, vice-president and general manager of the Indianapolis Abattoir Co., Indianapolis, Ind., was in Chicago late in the week.

John W. Parker, of the Chicago office of the Portland Vegetable Oil Mills Company, returned to the city this week after a vacation trip to the Pacific coast.

Clarence L. Coleman, secretary of S. Oppenheimer & Co., Chicago, has succeeded to the management of the Chicago office of the company, which position was made vacant by the recent death of Louis Oppenheimer.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, June 28, for shipment sold out, ranged from 7.00 cents to 18.00 cents per pound, averaged 13.13 cents per pound.

Provision shipments from Chicago for

the week ending June 28, 1924, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.....	21,630,000	19,290,000	15,581,000
Fresh meats, lbs.....	40,937,000	41,208,000	19,097,000
Lard, lbs.	8,764,000	9,233,000	9,773,000

Meat Trade Movies—No. 50.



HE SELLS 'EM AT ANY DISTANCE.

Chas. H. Ungerman, president of the Birmingham Packing Co., Birmingham, Ala., doesn't need radio to keep in touch with his trade. Keeping a New York branch house booming is nothing for this Alabama packer. It's all in knowing how to do it!

Mike Lilienthal celebrated this week the passing of the first year of his being in business for himself. Mike, doing business under the name of The Lilienthal Company, started out in the brokerage business July 1 a year ago, and has been very successful.

What are proper hog cooling temperatures? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

SWIFT'S PLANT ASSEMBLY.

Members of the Seventh Assembly of Swift & Company's Chicago plant met for organization purposes on June 10. Elections had been held in fifteen divisions of the plant and five new representatives were on hand.

The report of the Committee on Committees was presented, recommending two new committees, one on rules, procedure and elections and the other on interpretation and adjustment of plant rulings. These committees were organized.

Officers for the coming six months are: Chairman, Dr. W. D. Richardson; secretary, A. T. Kearney, assistant secretary, M. W. Finlayson.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on June 30, 1924, with comparisons, are reported by the Chicago Board of Trade as follows:

	June 30, '24.	May 31, '24.	June 30, '23.
Mess pork, new, made since Oct. 1, '23, bris. ...	452	482	1,150
Other kinds of barrelled pork, bris. ...	43,457	42,554	29,401
P. S. lard, made since Oct. 1, '23, lbs.	75,821,561	58,064,053	48,370,619
Other kinds of lard	16,181,140	13,191,279	14,231,348
Short rib middles, made since Oct. 1, '23, lbs.	2,358,266	2,280,207	4,616,923
D. S. clair bellies, made since Oct. 1, 1923	29,616,890	25,985,391	31,041,141
D. S. rib bellies, made since Oct. 1, 1923	6,632,393	6,640,946	
Extra short clear middles, made since Oct. 1, '23, lbs.	317,410	367,440	721,140
Short clear middles, lbs.	134,250	224,410	288,850
Extra short rib middles, lbs. ...	900	30,000	141,868
Dry salted short fat backs, lbs. ...	5,296,360	4,484,457	4,111,468
Dry salted shoulders, lbs.	70,622	68,077	101,264
Sweet pickled hams, lbs.	40,678,056	43,714,467	36,097,426
Sweet pickled skinned hams, lbs.	17,994,505	18,593,034	20,259,840
Sweet pickled bellies, lbs.	18,003,390	19,123,916	14,392,604
Sweet pickled California or picnic hams, lbs.	9,770,546	10,326,114	11,381,532
Sweet pickled Boston shoulders, lbs.			
Sweet pickled shoulders, lbs.	221,021	215,380	154,142
Other cuts of meats, lbs.	5,895,056	5,788,913	11,679,143
Total cut meats, lbs.	137,589,665	137,842,761	141,787,341

C. W. RILEY, Jr. BROKER

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Provisions, Oils, Greases and Tallow
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Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Ex-
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Counselor At Law
15 Park Row New York

DEATH OF LOUIS OPPENHEIMER.

In the death of Louis Oppenheimer, which occurred in Chicago last week at his residence, 1015 Hyde Park Boulevard, the casing industry lost one of its best known and best informed men. He was ill but a short time.

Mr. Oppenheimer's acquaintance was as wide in foreign countries where the casing business has reached international proportions as it was in this country. Of his 45 years in the business, 22 were spent in England as head of the London office of S. Oppenheimer & Co. He came to Chicago in 1916, on the death of Gustav Freund to take over the management of the Chicago end of the business. At the time of his death he was vice president and treasurer of the company.

Having spent a lifetime in the trade, Mr. Oppenheimer was familiar with every phase of it. He was a thorough business man and his keen vision and sound judgment aided in bringing the casing business to its present high standard.

Mr. Oppenheimer was 59 years of age at the time of his death. He leaves a widow and one daughter, Mrs. Robert Altman. Funeral was held on Thursday, June 26, and interment made in Rose Hill Cemetery.

LEWIS MADE LIEUT. COLONEL.

Dr. W. Lee Lewis, director of the Bureau of Scientific Research of the Institute of American Meat Packers, has just been advanced to the rank of Lieut. Colonel in the U. S. Reserve Corps, Chemical Warfare Service. Dr. Lewis is the inventor of "Lewisite," a deadly gas designed for use in warfare.

In connection with the Institute's fellowship at the Mellon Institute of Industrial Research, Dr. Lewis recently visited the plant of the American Protein Corporation, Buffalo, New York. This company is engaged in studying the uses of blood in products suitable for human consumption.

THE PRICE CURRENT ANNUAL.

The 75th annual Price Current Year Book is just off the press. It contains 112 pages of statistics on provisions and lard, livestock, grain, exports, imports, etc.

The provisions, lard and livestock statistics cover the many angles of these markets over a long period of years, and furnish valuable data for packers and the meat trade generally.

The book as a whole is a valuable, authoritative trade compilation, and can be purchased direct from the publishers, The Price Current-Grain Reporter, 309 S. La Salle St., Chicago, Ill.

MISS CARLSON IN EAST.

Miss Gudrun Carlson, director of the Bureau of Home Economics, of the Institute of American Meat Packers has been in New York State, attending the Home Economics Extension Conference at Cornell University, Ithaca, N. Y., and the seventeenth annual meeting of the American Home Economics Association, at Buffalo, as well as engaging in other work in behalf of the industry. Miss Carlson is secretary of the Home Economics in Business Section of the latter association. She will be back in Chicago this week.

Tax or Accounting Advice

Free advice on tax or accounting matters in connection with the new or old revenue law may be obtained by subscribers to THE NATIONAL PROVISIONER upon application. Send your inquiries either to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, or to Archibald Harris & Company, Marquette Building, Chicago. In the latter case, mention that you are a subscriber to THE NATIONAL PROVISIONER.

CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 23.....	23,782	3,282	75,978	14,906
Tues., June 24.....	6,953	3,585	34,165	15,237
Wed., June 25.....	6,242	1,571	23,411	8,974
Thur., June 26.....	5,562	3,460	30,437	13,875
Fri., June 27.....	3,302	744	29,972	6,525
Sat., June 28.....	239	72	5,238	2,750
Totals last week.....	46,080	12,714	199,201	62,267
Previous week.....	54,291	15,960	172,773	70,358
Year ago.....	54,432	14,087	215,413	41,133
Two years ago.....	57,185	13,552	177,493	60,888

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 23.....	4,796	25	9,653	1,176
Tues., June 24.....	2,923	...	6,220	2,355
Wed., June 25.....	3,765	42	4,494	2,712
Thur., June 26.....	2,676	4	4,903	2,921
Fri., June 27.....	2,037	3	9,639	2,273
Sat., June 28.....	552	1	3,018	1,022
Totals last week.....	16,759	75	36,967	12,229
Previous week.....	17,961	240	31,254	12,909
Year ago.....	16,841	205	39,995	8,301
Two years ago.....	17,037	487	37,614	4,720

Receipts at Chicago Stock Yards thus far this year to June 28, with comparative totals:

	1924.	1923.
Cattle.....	1,451,624	1,463,640
Calves.....	430,709	423,424
Hogs.....	5,340,950	5,068,021
Sheep.....	1,755,271	1,752,897

Combined weekly hog receipts at eleven markets for 1924 to June 28, with comparisons:

	Week.	Year to date.
Week ending June 28.....	705,000	20,235,000
Previous week.....	742,000	
Corresponding week 1923.....	762,000	19,393,000
Corresponding week 1922.....	634,000	14,741,000
Corresponding week 1921.....	569,000	15,684,000

Combined receipts at seven points for the week ending June 28, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending June 28.....	145,000	605,000	160,000
Previous week.....	192,000	615,000	192,000
1923.....	186,000	642,000	140,000
1922.....	178,000	642,000	166,000
1921.....	182,000	455,000	167,000

Combined receipts at seven markets for 1924 to June 28, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924.....	4,684,000	16,750,000	4,532,000
1923.....	4,662,000	16,073,000	4,805,000
1922.....	4,368,000	12,060,000	4,470,000
1921.....	4,007,000	12,319,000	5,330,000

*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Weight, lbs.	Top.	Average.
*Week ending June 28.....	200,000	239	\$ 7.30	\$ 6.90
Previous week.....	172,773	237	7.55	7.15
1923.....	215,413	237	7.50	6.85
1922.....	177,493	241	11.00	10.25
1921.....	190,682	235	9.40	8.65
1920.....	158,857	239	10.60	15.20
1919.....	138,864	238	22.25	21.30
1918.....	138,002	238	17.15	16.75
1917.....	102,383	230	16.05	15.30
1916.....	120,414	233	10.25	9.95
1915.....	108,597	238	7.85	7.45
1914.....	83,997	240	8.90	8.60
Average 1914-1923.....	141,000	237	\$12.70	\$12.06

*Receipts and average weight for week ending June 28, 1924, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending June 28.....	\$ 8.75	\$ 6.90	\$ 5.00	\$13.60
Previous week.....	9.40	7.15	4.90	14.90
1923.....	9.85	6.85	6.15	15.10
1922.....	9.20	10.25	6.00	12.80
1921.....	7.60	8.65	4.20	10.15
1920.....	14.85	15.20	8.05	14.15
1919.....	13.85	21.30	8.80	16.80
1918.....	15.80	16.75	12.00	18.60
1917.....	12.20	15.30	9.00	16.25
1916.....	9.50	9.95	7.20	10.70
1915.....	9.45	7.45	6.00	9.50
1914.....	9.95	8.60	5.40	9.00
Average 1914-1923.....	\$11.15	\$12.00	\$ 7.30	\$13.30

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending June 28.....	30,000	163,100	50,800
Previous week.....	36,450	141,519	56,549
1923.....	37,779	175,508	37,832
1922.....	40,148	139,879	55,668
1921.....	24,094	133,014	57,763

*Saturday, June 28, estimated. Chicago packers hogs slaughtered for the week ending June 28, 1924.

Armour & Co.....	14,900
Anglo-American.....	7,300
Swift & Co.....	20,100
Hammond Co.....	11,400
Morris & Co.....	18,000
Wilson & Co.....	10,500
Boyd-Lunham.....	15,600
Western Packing Co.....	7,700
Roberts & Oake.....	8,000
Miller & Hart.....	9,800
Independent Packing Co.....	7,700
Brennan Packing Co.....	1,000
Wm. Davies Co.....	25,400
Agar Packing Co.....	
Others.....	
Totals.....	175,400
Previous week.....	149,100
Year ago.....	180,100
Two years ago.....	151,000
Three years ago.....	138,600

(For Chicago livestock see page 38.)



No. 8C Boning Knife

Butchers cannot afford to use knives that do not cut easily and hold a keen edge. Time wasted in constant sharpening means lost profits.

Foster Bros. Knives

are so extensively used because they successfully meet the requirements of exacting butchers. Each blade is made of special quality cutlery steel, that takes and holds a keen cutting edge. These blades are forged into special shapes, for every requirement, butcher knives, boning knives, sticking knives, skinning knives—all perfectly balanced to perform their work with least effort on the part of the butcher.

You can use Foster Bros. Knives to advantage

Buy from your supply house

THE BRAND IS FOSTER BROS.

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City, N. Y.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Wednesday, July 2, 1924.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@14%
10-12 lbs. avg.	.....	@14%
12-14 lbs. avg.	.....	@14%
14-16 lbs. avg.	.....	@14%
16-18 lbs. avg.	.....	@14%
18-20 lbs. avg.	.....	@15%
Skinned Hams—		
14-16 lbs. avg.	.....	@15%
16-18 lbs. avg.	.....	@15%
18-20 lbs. avg.	.....	@15%
20-22 lbs. avg.	.....	@15%
22-24 lbs. avg.	.....	@14%
24-26 lbs. avg.	.....	@13%
26-30 lbs. avg.	.....	@12%
Picnics—		
4-6 lbs. avg.	.....	@9%
6-8 lbs. avg.	.....	@8%
8-10 lbs. avg.	.....	@8%
10-12 lbs. avg.	.....	@7%
12-14 lbs. avg.	.....	@7%
Clear Bellies—		
6-8 lbs. avg.	.....	@13%
8-10 lbs. avg.	.....	@13%
10-12 lbs. avg.	.....	@12%
12-14 lbs. avg.	.....	@11%
14-16 lbs. avg.	.....	@11%

Pickled Meats.

Regular Hams—		
10-12 lbs. avg.	.....	@14% @15%
12-14 lbs. avg.	.....	@14% @15%
14-16 lbs. avg.	.....	@14% @15%
16-18 lbs. avg.	.....	@15% @15%
18-20 lbs. avg.	.....	@15% @16%
Boiling Hams—		
16-18 lbs. avg.	.....	@16%
18-20 lbs. avg.	.....	@17%
20-22 lbs. avg.	.....	@17%
Skinned Hams—		
14-16 lbs. avg.	.....	@15%
16-18 lbs. avg.	.....	@15%
18-20 lbs. avg.	.....	@15%
20-22 lbs. avg.	.....	@15%
22-24 lbs. avg.	.....	@14%
24-26 lbs. avg.	.....	@13%
26-30 lbs. avg.	.....	@13%
Picnics—		
4-6 lbs. avg.	.....	@9%
6-8 lbs. avg.	.....	@8%
8-10 lbs. avg.	.....	@8%
10-12 lbs. avg.	.....	@7%
12-14 lbs. avg.	.....	@7%
Bellies (square cut and seedless)—		
6-8 lbs. avg.	.....	@13%
8-10 lbs. avg.	.....	@12%
10-12 lbs. avg.	.....	@12%
12-14 lbs. avg.	.....	@12%
14-16 lbs. avg.	.....	@11%

Dry Salt Meats.

Extra ribs, 35-45	.....	@9%
Extra clears, 35-45	.....	@9%
Regular plates, 6-8	.....	@8%
Clear plates, 4-7	.....	@7%
Jowl butts	.....	@7%
Fat Backs—		
8-10 lbs. avg.	.....	@7%
10-12 lbs. avg.	.....	@7%
12-14 lbs. avg.	.....	@8%
14-16 lbs. avg.	.....	@8%
16-18 lbs. avg.	.....	@9%
18-20 lbs. avg.	.....	@10%
20-25 lbs. avg.	.....	@10%
Clear Bellies—		
14-16 lbs. avg.	.....	@10%
16-18 lbs. avg.	.....	@10%
18-20 lbs. avg.	.....	@10%
20-25 lbs. avg.	.....	@10%
35-40 lbs. avg.	.....	@10%
40-50 lbs. avg.	.....	@9%

FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, JUNE 28, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	10.87½	10.87½	10.82½	10.85
September	11.15	11.15	11.10	11.15
October	11.27½	11.27½	11.22½	11.25
CLEAR BELLIES—				
July	10.17½	10.17½	10.15	10.15
September	10.57½	10.57½	10.52½	10.55
SHORT RIBS—				
July	9.82½	9.82½	9.77½	9.77½
September	9.95	9.95	9.95	9.95

MONDAY, JUNE 30, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	10.87½	10.90-92	10.87½	10.87-90
September	11.20	11.20-22	11.17½	11.17 b
October	11.32½	11.32½	11.30	11.30ax
CLEAR BELLIES—				
July	10.15	10.15	10.00	10.00-02
September	10.55	10.55	10.45	10.45
October	.....	.....	.....	10.55 n
SHORT RIBS—				
July	9.72½	9.77½	9.70	9.75
September	9.92½	9.97½	9.92½	9.97

TUESDAY, JULY 1, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	10.90	10.92½	10.90	10.90
September	11.20	11.20-22	11.07½	11.07½
October	11.32½	11.32½	11.20	11.20
CLEAR BELLIES—				
July	10.02½	10.02½	9.95	9.95
September	10.45	10.47½	10.37½	10.37
October	.....	.....	.....	10.47 n
SHORT RIBS—				
July	9.75	9.75	9.72½	9.72
September	9.97½	9.97½	9.92½	9.92
October	.....	.....	.....	10.02 n

WEDNESDAY, JULY 2, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	10.80	10.85	10.80	10.82ax
September	11.05-07	11.12½	11.05	11.05
October	11.25	11.25	11.17½	11.17
CLEAR BELLIES—				
July	.....	.....	.....	10.05 b
September	.....	.....	.....	10.45 b
October	.....	.....	.....	10.55 b
SHORT RIBS—				
July	.....	.....	.....	9.75 b
September	.....	.....	.....	9.95 b

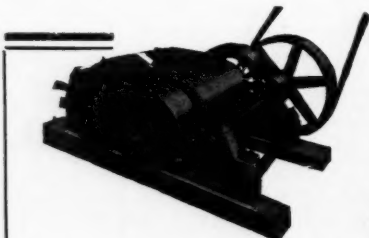
THURSDAY, JULY 3, 1924.

	Open.	High.	Low.	Close.
LARD—				
July	11.12½	11.12½	11.05	10.82 ax
Sept.	11.17½	11.17½	11.05	11.05
Oct.	.....	.....	.....	11.17 ax
CLEAR BELLIES—				
July	10.50	.....	.....	10.12 b
Sept.	.....	.....	.....	10.50 ax
Oct.	.....	.....	.....	10.00 n
SHORT RIBS—				
July	9.82½	9.87½	9.82½	9.85 ax
Sept.	10.00	10.07½	10.00	10.00 ax

FRIDAY, JULY 4, 1924.

Holiday—no market.

Why should meats in cure be overhauled, and when should it be done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



The Gruendler Crushers and Pulverizers

REDUCE COSTS AND FLOOR SPACE
The Gruendler Double Roll Crusher Ideal for Salt Cakes, and Raw Bone for manufacturing of Glue products, also for fertilizer materials and other By-products. They actually reduce cost, require less floor space and cost little or nothing for repairs, due to correct design and powerful construction.
Installed on positive guarantee.
Why not investigate the Gruendler equipment. It will answer any crushing and grinding problem.
Manufacturing of Swing Hammer Carcasses, Beef Heads, Shin Bone, Beef Scrap, Tankage, Fertilizer Grinders to any fineness desired.

WRITE FOR INFORMATION

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932 N. Main St.

Established 1885

St. Louis, Mo.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, July 2, 1924, with comparisons, follows:

	Week, ending July 2.	Prev. week.	Cor. week, 1923.
Armour & Co.	12,506	13,723	12,761
Anglo-Amer. Pro. Co.	4,820	7,364	6,214
Swift & Co.	14,191	18,106	19,818
G. H. Hammond Co.	8,483	11,278	6,810
Morris & Co.	15,660	17,828	18,069
Wilson & Co.	14,945	16,026	15,732
Boyd-Lunham & Co.	8,138	10,653	6,467
Western Pkg. & Pro. Co.	9,900	10,800	9,900
Roberts & Oakie	8,725	9,904	9,015
Miller & Hart	6,478	8,085	2,071
Independent Packing Co.	7,187	8,411	5,009
Brennan Packing Co.	4,536	7,050	5,710
William Davies Co.	.....	.....	800
Agar Packing Co.	3,000	2,500	1,700
Others	.....	.....	.....
Total	115,969	139,402	189,100

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	20	15
Rib roast, light end	40	30	20
Chuck roast	20	20	10
Steaks, round	40	30	20
Steaks, sirloin, first cut	48	40	25
Steaks, porterhouse	55	40	25
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12½
Corned briskets, boneless	24	22	15
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	40	28
Stew	12½	10
Chops, shoulder	20	20
Chops, rib and loin	50	..

Mutton.

Legs	26	..
Stew	12½	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loin, whole, 8@10 avg.	20	@23
Loin, whole, 10@12 avg.	18	@25
Loin, whole, 12@14 avg.	14	@18
Loin, whole, 14 and over	14	@18
Chops	25	@30
Shoulders	13	@14
Butts	15	@18
Spareribs	.....	@12
Leaf lard, unrendered	.....	@14

Veal.

Hindquarters	.....	@35
Forequarters	12	@18
Legs	35	@45
Breasts	14	@18
Shoulders	14	@22
Cutlets	.....	@24
Rib and loin chops	.....	@40

Butchers' Offal.

Suet	.....	@4
Shop fat	40	@2
Bones, per 100 lbs.	.....	@50
Calf skins	.....	@15
Kips	.....	@13
Deacons	.....	@12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6½	6½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b.	.....	.....
N. Y. & S. F., carloads	4½	4½
Less than carloads, granulated	4½	4½
Crystals	5½	5½
Keps, 100@180 lbs., 1c more.	.....	.....
Boric acid, in carloads, powdered, in bbls.	10	9½
Crystal to powdered, in bbls, in 5-ton lots or more	10½	9½
In bbls, in less than 5-ton lots	10½	10
Borax, carloads, powdered, in bbls.	5	4½
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton f. o. b., Chicago, bulk	.....	\$ 8.80
Medium, car lots, per ton, f. o. b., Chicago, bulk	.....	9.80
Rock, car lots, per ton, f. o. b., Chicago	.....	7.00
Sugar—		
Raw sugar, 96 basis	.....	@5.50
Second sugar, 90 basis	.....	@5.35
Syrup, testing 63 to 65 combined sucrose and invert	.....	@32
Standard, granulated, f. o. b. refinery (net)	.....	@7.00
Plantation, granulated, f. o. b., New Orleans (less 8 per cent)	.....	@6.80
White clarified, f. o. b., New Orleans (net)	.....	@6.25
Yellow clarified, f. o. b., New Orleans (net)	.....	.....

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending July 5, 1923.	Cor. week 1923.
Prime native steers	18 @ 19	17 @ 18
Good native steers	16 @ 17	15 @ 16 1/4
Medium steers	13 @ 15	13 1/2 @ 15
Heifers, good	13 @ 15	12 @ 16
Cows	8 @ 13	8 @ 12
Hind quarters, choice	25 @ 26	24 @ 25
Fore quarters, choice	12 @ 13	11 @ 12

Beef Cuts.

Steer Loin, No. 1	36 @ 38	35 @ 37
Steer Loin, No. 2	33 @ 35	32 @ 34
Steer Short Loin, No. 1	40 @ 42	39 @ 41
Steer Short Loin, No. 2	37 @ 39	36 @ 38
Steer Loin Ends (hips)	27 @ 29	26 @ 28
Steer Loin Ends, No. 2	24 @ 26	23 @ 25
Cow Loin	15 @ 17	14 @ 16
Cow Short Loin	24 @ 26	23 @ 25
Cow Loin Ends (hips)	19 @ 21	18 @ 20
Steer Ribs, No. 1	25 @ 27	24 @ 26
Steer Ribs, No. 2	22 @ 24	21 @ 23
Cow Ribs, No. 1	19 @ 21	18 @ 20
Cow Ribs, No. 2	16 @ 18	15 @ 17
Steer Round, No. 1	17 1/2 @ 19	16 1/2 @ 18
Steer Round, No. 2	14 @ 16	13 @ 15
Steer Chuck, No. 1	11 @ 13	10 @ 12
Steer Chuck, No. 2	9 @ 11	8 @ 10
Cow Round	15 @ 17	14 @ 16
Cow Chuck	9 @ 11	8 @ 10
Steer Plates	11 1/4 @ 13	10 1/4 @ 12
Medium Plates	10 @ 12	9 @ 11
Briskets, No. 1	20 @ 22	19 @ 21
Briskets, No. 2	16 @ 18	15 @ 17
Steer Navel Ends	6 1/2 @ 8	6 @ 7
Cow Navel Ends	5 @ 6	4 1/2 @ 5
Fore Shanks	5 @ 6	4 1/2 @ 5
Hind Shanks	4 1/2 @ 5 1/2	4 @ 5
Rolls	22 @ 24	21 @ 23
Strip Loin, No. 1, boneless	55 @ 57	54 @ 56
Strip Loin, No. 2	45 @ 47	44 @ 46
Strip Loin, No. 3	30 @ 32	29 @ 31
Strip Loin Butts, No. 1	30 @ 32	29 @ 31
Strip Loin Butts, No. 2	20 @ 22	19 @ 21
Strip Loin Butts, No. 3	18 @ 20	17 @ 19
Beef Tenderloin, No. 1	70 @ 72	69 @ 71
Beef Tenderloin, No. 2	60 @ 62	59 @ 61
Rump Butts	17 @ 19	16 @ 18
Flank Steaks	17 @ 19	16 @ 18
Boneless Chunks	10 @ 12	9 @ 11
Shoulder Clods	11 @ 13	10 @ 12
Hanging Tenderloins	10 @ 12	9 @ 11

Beef Products.

Brains, per lb.	7 @ 8	7 @ 8
Hearts	29 @ 30	28 @ 29
Tongues	38 @ 40	37 @ 39
Sweet breads	5 @ 6	4 @ 5
Ox-Tail, per lb.	4 @ 5	3 @ 4
Fresh Tripe, plain	8 @ 9 1/2	7 @ 8 1/2
Fresh Tripe, H. C.	8 @ 9	7 @ 8
Livers	8 @ 9	7 @ 8
Kidneys, per lb.	8 @ 9	7 @ 8

Veal.

Choice Carcass	16 @ 17	15 @ 16
Good Carcass	14 @ 15	13 @ 14
Good Saddle	20 @ 22	19 @ 21
Good Backs	8 @ 10	7 @ 9
Medium Backs	5 @ 7	4 @ 6

Veal Product.

Brains, each	8 @ 9	8 @ 9
Sweetbreads	32 @ 34	31 @ 33
Calif Livers	31 @ 33	30 @ 32

Lamb.

Choice Lambs	29 @ 31	28 @ 30
Medium Lambs	27 @ 29	26 @ 28
Choice Saddles	35 @ 37	34 @ 36
Medium Saddles	30 @ 32	29 @ 31
Choice Fores	22 @ 24	21 @ 23
Medium Fores	20 @ 22	19 @ 21
Lamb Fries, per lb.	31 @ 33	30 @ 32
Lamb Tongues, each	13 @ 15	12 @ 14
Lamb Kidneys, per lb.	25 @ 27	24 @ 26

Mutton.

Heavy Sheep	15 @ 17	14 @ 16
Light Sheep	12 @ 14	11 @ 13
Heavy Saddle	10 @ 12	9 @ 11
Light Saddle	8 @ 10	7 @ 9
Heavy Fores	12 @ 14	11 @ 13
Light Fores	10 @ 12	9 @ 11
Mutton Legs	20 @ 22	19 @ 21
Mutton Loin	18 @ 20	17 @ 19
Mutton Stew	8 @ 10	7 @ 9
Sheep Tongues, each	13 @ 15	12 @ 14
Sheep Heads, each	10 @ 12	9 @ 11

Fresh Pork, Etc.

Dressed Hogs	21 @ 23	20 @ 22
Pork Loin, 80-lb. avg.	17 @ 19	16 @ 18
Leaf Lard	11 1/4 @ 12 1/4	10 1/4 @ 11 1/4
Tenderloin	45 @ 47	44 @ 46
Spare Ribs	7 @ 9	6 @ 8
Butts	23 1/4 @ 25 1/4	22 1/4 @ 24 1/4
Hocks	7 @ 9	6 @ 8
Trimming	7 @ 9	6 @ 8
Extra lean trimmings	10 @ 12	9 @ 11
Tails	7 @ 9	6 @ 8
Snouts	5 @ 7	4 @ 6
Pigs' Feet	4 @ 6	3 @ 5
Pigs' Heads	5 @ 7	4 @ 6
Blade Bones	7 1/4 @ 8 1/4	7 @ 8
Blade Meat	11 1/4 @ 12 1/4	10 1/4 @ 11 1/4
Cheek Meat	7 @ 9	6 @ 8
Hog Livers, per lb.	5 @ 7	4 @ 6
Neck Bones	3 @ 5	2 @ 4
Skinned Shoulders	9 @ 11	8 @ 10
Pork Hearts	4 @ 6	3 @ 5
Pork Kidneys, per lb.	4 1/4 @ 5 1/4	4 @ 5
Pork Tongues	14 1/2 @ 15 1/2	14 @ 15
Slip Bones	9 @ 11	8 @ 10
Tail Bones	9 @ 11	8 @ 10
Brains	10 @ 12	9 @ 11
Back Fat	11 1/4 @ 12 1/4	10 1/4 @ 11 1/4
Hams	16 @ 18	15 @ 17
Calas	10 1/4 @ 11 1/4	9 1/4 @ 10 1/4
Bellies	13 1/2 @ 14 1/2	12 1/2 @ 13 1/2

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	23 @ 25
Country style sausage, fresh, in link	15 @ 17
Country style sausage, fresh, in bulk	14 @ 16
Mixed sausage, fresh	13 1/2 @ 15 1/2
Frankfurts in pork casings	14 @ 16
Frankfurts in sheep casings	13 @ 15
Bologna in beef middles, choice	15 1/2 @ 17 1/2
Bologna in beef middles, choice	14 1/2 @ 16 1/2
Bologna in cloth, paraffined, choice	14 1/2 @ 16 1/2
Liver sausage in hog bungs	16 1/2 @ 18 1/2
Liver sausage in beef rounds	10 @ 12
Head cheese	11 @ 13
New England luncheon specialty	22 @ 24
Liberty luncheon specialty	18 @ 20
Mixed luncheon specialty	14 1/2 @ 16 1/2
Tongue sausage	21 @ 23
Blood sausage	15 1/2 @ 17 1/2
Polish sausage	15 @ 17
Souse	14 @ 16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	46 @ 48
Cervelat, new condition, in hog bungs	15 1/2 @ 17 1/2
Cervelat, new condition, in beef middles	15 1/2 @ 17 1/2
Thuringer Cervelat	20 1/2 @ 22 1/2
Farmer	24 @ 26
Holsteiner	23 @ 25
B. C. Salami, choice, in hog bungs	42 @ 44
Milano Salami, choice, in hog bungs	41 @ 43
B. C. Salami, new condition	20 1/2 @ 22 1/2
Frisses, choice, in hog middles	36 @ 38
Genoa style Salami	36 @ 38
Paperroni	29 @ 31
Mortadella	29 @ 31
Capicola	46 @ 48
Italian style hams	35 @ 37
Virginia style hams	35 @ 37

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	5.75
Large tins, 1 to crate	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50
Smoke link sausage in pork casings—	
Small tins, 2 to crate	6.00
Large tins, 1 to crate	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce	
per set	21 1/2 @ 23 1/2
Beef rounds, export, 225 sets, per tierce	
per set	22 @ 24
Beef middles, 110 sets, per tierce, per set	23 1/2 @ 25 1/2
Beef bungs, No. 1, 400 pieces, per tierce	
per piece	28 1/2 @ 30 1/2
Beef bungs, No. 2, 400 pieces, per tierce	
per piece	18 @ 20
Beef wassanda, No. 1, per piece	17 @ 19
Beef wassanda, No. 2, per piece	13 @ 15
Beef bladders, small, per doz.	1.25
Beef bladders, medium, per doz.	1.50
Beef bladders, large, per doz.	1.60
Hog casings, medium, f. o. s., per lb.	0.90
Hog casings, extra narrow, selected, per lb. f. o. s.	0.90
Hog middles, without cap, per set	2.00
Hog middles, with cap, per set	2.10
Hog bungs, export	1.10
Hog bungs, large, prime	1.15
Hog bungs, medium	1.10
Hog bungs, small, prime	1.10
Hog bungs, narrow, no demand	1.10
Hog stomachs, per piece	0.80

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	53.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	57.00

CANNED MEATS.

	No. 1.	No. 2.	No. 3.
Corned beef	2.40	2.35	4.00
Roast beef	2.40	2.35	4.50
Roast mutton	2.40	2.35	4.75
Sliced dried beef	1.85	4.00	16.50
Ox tongue, whole	2.85	4.70	9.50
Lunch tongue	1.50	2.75	4.25
Corned beef hash	1.50	2.75	4.25
Hamburger steaks with onions	1.50	2.25	4.25
Vienna style sausage	1.15	2.25	4.15
Veal loaf, medium size	2.00		
Chili con carne with or without beans	1.25		
Potted meats	.80		

BARRELED PORK AND BEEF.

Mess pork, regular	\$ 23.00
Family back pork, 20 to 34 pieces	23.50
Family back pork, 35 to 45 pieces	24.00
Clear back pork, 40 to 50 pieces	22.00
Clear plate pork, 25 to 35 pieces	18.50
Clear plate pork, 35 to 45 pieces	18.00
Bean pork	17.50
Brisket pork	18.00
Plate beef	19.50
Extra plate beef, 200-lb. barrels	20.50

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.62 1/2 @ 1.70
Oak pork barrels, black iron hoops	1.82 1/2 @ 1.85
Ash pork barrels, galv. iron hoops	1.82 1/2 @ 1.85
Red oak lard tierces	2.45 @ 2.50
White oak lard tierces	2.65 @ 2.70
White oak ham tierces	3.00

BUTTERINE.

Solid—30-60 lb. tubs, f.o.b. Chicago	21 @ 22
Cartons, rolls or prints, 1-lb.	22 @ 23
Cartons, rolls or prints, 2@5 lbs.	21 1/2 @ 22 1/2
Shortenings, 30@60 lbs. tubs	18 @ 19
Nut Margarine, prints, 1 lb.	30 1/2 @ 31 1/2

DRY SALT MEATS.

Extra short clears	9 @ 10
Extra short ribs	9 @ 10
Short clear middles, 60-lb. avg.	11 @ 12
Clear bellies, 14@16 lbs.	10 1/4 @ 10 3/4
Clear bellies, 18@20 lbs.	10 1/4 @ 10 3/4
Clear bellies, 25@30 lbs.	10 1/4 @ 10 3/4
Rib bellies, 25@30 lbs.	10 1/4 @ 10 3/4
Rib bellies, 25@30 lbs.	10 1/4 @ 10 3/4
Fat backs, 10@12 lbs.	7 1/4 @ 7 3/4
Fat backs, 12@14 lbs.	8 1/4 @ 8 3/4
Fat backs, 14@16 lbs.	8 1/4 @ 8 3/4
Regular plates	7 1/4 @ 7 3/4
Butts	7 1/4 @ 7 3/4

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.	22 1/2 @ 23 1/2
Skinned hams, fancy, 16@18 lbs.	24 1/2 @ 25 1/2
Standard regular hams, 12@16 lbs.	20 @ 21
Picnics, 6@8 lbs.	18 1/4 @ 19 1/4
Standard bacon, 8@12 lbs.	16 1/2 @ 17 1/2
Standard bacon, 4@8 lbs.	16 1/2 @ 17 1/2
Standard bacon, 12@14 lbs.	17 1/4 @ 18 1/4
Standard bacon strips, 6@7 lbs.	18 1/4 @ 19 1/4
Cooked hams, choice, skin on, surplus fat off, smoked	34 1/2 @ 35 1/2
Cooked hams, choice, skinned, surplus fat off, smoked	35 1/2 @ 36 1/2
Cooked hams, choice, skinnless, surplus fat off, smoked	36 1/2 @ 37 1/2
Picnics, skin on, surplus fat off, smoked	18 1/4 @ 19 1/4
Picnics, skinned, surplus fat off, smoked	19 @ 20
Loin roll	39 @ 40

ANIMAL OILS.

Prime lard oil	13 @ 13 1/2
Extra winter strained lard	12 @ 12 1/2
Extra lard oil	11 @ 11 1/2
Extra No. 1 lard	10 1/4 @ 11 1/4
No. 1 lard oil	10 @ 10 1/2
No. 2 lard oil	9 1/2 @ 10 1/2
Pure neatfoot oil	14 @ 14 1/2
Extra neatfoot oil	10 1/4 @ 11 1/4
No. 1 neatfoot oil	10 @ 10 1/2
Acidless tallow oil	10 @ 10 1/2

FERTILIZERS.

Ground, dried blood	3.00 @ 3.10
Hooftmeal	2.25 @ 2.35
Ground tankage, 10 to 11%	2.00 @ 2.10
Ground tankage, 6 to 8%	2.35 @ 2.50
Crushed and unground tankage	1.75 @ 2.25
Ground raw bone, per ton	28.00 @ 30.00
Ground steam bone, per ton	20.00 @ 22.00
Unground steam bone	15.00 @ 17.00
Unground bone tankage	11.00 @ 13.00

HORNS, HOOF AND BONES.

No. 1 horns, 75 lb. average	\$250.00 @ 300.00
No. 2 horns, 40 lb. average	200.00 @ 210.00
No. 3 horns	140.00 @ 150.00
Hoofs, black and striped	35.00 @ 40.00
Hoofs, white	60.00 @ 70.00
Round shin bones, heavies	125.00 @ 135.00
Round shin bones, lights and med.	80.00 @ 100.00
Flat shin bones, heavies	70.00 @ 75.00
Flat shin bones, lights and med.	55.00 @ 60.00
Thigh bones, heavies	85.00 @ 90.00
Thigh bones, lights and med.	75.00 @ 80.00
Buttock bones	50.00 @ 55.00
Note—These quotations apply to No. 1 product which must be assorted, free from grease spots and cracks, hard and clean, uniform as to eat and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Marketing News" By-Products Markets' reports on another page.	

LARD (Unrefined).

Prime, steam, cash tierces	10.80 @ 11.00
Prime, steam, loose	9.90 @ 10.10
Leaf, raw	10.57 @ 10.77
Neutral lard	12.50 @ 12.70

LARD (Refined).

Pure lard, kettle rendered, per lb.	11.37 @ 11.57
Pure lard, tierces	11.37 @ 11.57
Compound	13.00 @ 13.20

OLEO OIL AND STEARINE.

Oleo oil, extra	12 1/2 @ 12 3/4
Oleo stock	10 @ 10 1/4
Prime No. 1, oleo oil.	10 1/2 @ 11
Prime No. 2, oleo oil.	10 @ 10 3/4
No. 3 oleo oil.	9 1/2 @ 10
Prime oleo stearine, edible	11 @ 11 1/4
No. 2 oleo stearine, edible.	9 @ 9 1/4

How to Run a Retail Market

Question of Sales and Cost of Merchandise Sold is Important One for the Successful Butcher

In last week's issue of THE NATIONAL PROVISIONER was printed the first installment of the final report of Dr. Horace Secrist of Northwestern University on his study of retail meat market costs and expenses. It summarized the work briefly and told what the study brought out.

The second installment is given here-

Expenses, Profits and Losses in Retail Meat Stores

By Horace Secrist

(Copyright, 1924, Institute of American Meat Packers and Northwestern University.)

[EDITOR'S NOTE—This is the second installment of "Expenses, Profits and Losses in Retail Meat Stores," by Horace Secrist, Director of the Bureau of Business Research of Northwestern University. It presents and analyzes the results of a study of costs, expenses, profits or losses in retailing meats, undertaken by the Bureau of Business Research and the Bureau of Agricultural Economics of the United States Department of Agriculture in co-operation.

The study was undertaken in consequence of representations made by the National Association of Meat Councils to the two agencies mentioned. In these representations the need for such a study was pointed out.]

Introduction

SOURCE OF ACCOUNTING DATA USED IN THIS REPORT.

One hundred and forty-three retail meat dealers in Chicago, Cleveland and New York furnished the profit and loss statements upon which this report is based. Reports were received at intervals of four weeks (calendar months in New York) for the following periods:

Chicago, from February, 1923, to March, 1924.

Cleveland, from April, 1923, to March, 1924.

New York, from April, 1923, to February, 1924.

For the three cities, the 143 stores supplied 1,088 separate statements.

How the Reports Were Secured.

The profit and loss statement of dealers in Chicago and Cleveland were secured by representatives of the Bureau of Business Research, Northwestern University. Those coming from New York were obtained by a representative of the U. S. Department of Agriculture, Bureau of Agricultural Economics. In all of the cities, the field men of the respective bodies gave their time for the periods covered:

1. To installing in the shops a uniform system of bookkeeping records prepared by the Bureau of Business Research.

2. To supervising the bookkeeping of the merchants in whose shops the records were installed.

3. To securing and editing the profit and loss statements which are used in this report.

4. To instructing the merchants in methods of merchandising and in utilizing in their management the results of the

with, and tells where and how the reports were received, and takes up the subject of sales and cost of merchandise sold.

This report—invaluable to every retailer who wants to be a better business man—may be had at once in complete book form for \$1.00, upon application to THE NATIONAL PROVISIONER. Particulars are given elsewhere on this page.

analyses currently made of the reports supplied.

5. In the few cases where our records were not installed, to adjusting the merchants' records to the standard forms adopted by the bureau.

Are the Records Comparable?

The records of the various merchants are as nearly comparable as they can be made. Editorial adjustments alone made through correspondence on the basis of a questionnaire would have resulted in securing wholly unsatisfactory records, because

only the larger retail meat shops have satisfactory accounting records; and those which they have are generally not uniform.

Accordingly, the more costly, but absolutely necessary plan of first, preparing

Running a Meat Store

Complete copies of this report on "Expenses, Profits and Losses in Retail Meat Stores" may be obtained by any retailer desiring them.

All the facts and figures—including the approved form for drawing up a "Profit and Loss Statement"—are combined in a 70-page book.

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Fill out and return the following order, with remittance for \$1.00; and the book will be sent postpaid:

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Old Colony Bldg., Chicago, Ill.
Please send me copy of "Expenses, Profits and Losses in Retail Meat Stores," by Horace Secrist.

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bookkeeping records suitable for use in retail shops of different size, uniform as to outline, and differing only as to detail, and second, of installing these records and personally and individually supervising their use was adopted. By these means, comparable records were secured.

Types of Shops from Which Data Were Received.

The shops in the three cities from which reports were received are those who are willing to co-operate. No selective basis of choice was adopted. Appeal was made to the merchants through the respective Master Butchers' Associations, and those who showed a willingness to co-operate were served in the order in which they expressed their interest.

On the whole, the smaller the shop, the greater the amount of time which was given to installing the records, supervising their use, and correcting, editing and analyzing the reports submitted.

In each city, every merchant received some assistance. In all cases, the field men came into intimate contact with the merchant in the shop. In some cases, this contact was almost continuous; in others, only occasional as necessity demanded.

Sales

THE SALES OF RETAIL MEAT STORES.

The Size of the Stores Studied.—How large is the average retail meat store? So far as is known, there is no answer available to this question for the country as a whole.

There is an answer, however, for the three cities, Chicago, Cleveland and New York, based upon the reports received from merchants in these cities who furnished the information upon which this report is based.

For these cities, the most common size—volume of sales—is between \$26,000 and \$32,500 per year. Stores with sales from \$32,500 to \$39,000 are almost as common as are also those with sales between \$19,500 and \$26,000, and \$39,000 and \$45,500. More than one-half of all of the stores studied had annual sales between \$19,500 and \$45,500.

For purposes of analyzing the conditions of operation, the stores have been divided into five groups. These groups are given below, their sales being distinguished for four-week as well as for yearly periods. Opposite each group the equivalent man-power is indicated. These are only rough figures, but they are indicative of the experience of the stores studied.

I	Under \$1,000	Less than \$13,000
II	Less than one man.	
III	\$1,000 to \$2,000	\$13,000 to \$26,000
IV	One man and extra help.	
V	\$2,000 to \$4,500	\$26,000 to \$58,500
VI	Two men and extra help.	
VII	\$4,500 to \$7,500	\$58,500 to \$97,500
VIII	Three men and extra help.	
IX	\$7,500 and over	\$97,500 and over
X	Four men or more and extra help.	

These different sized stores are referred to in terms of their "man-power"—the stores being distinguished as less-than-one-man, one-man, two-man, etc. The effect of size of shop upon gross margin, expenses, profits, etc. is discussed in the sections bearing on these topics.

The Effect of the Seasons Upon Retail Meat Sales.—The sales of stores are practically constant from January to June 15. A "summer slump" of about 5 per cent then sets in and lasts until the first of September.

From September 1 to the end of December improvement in sales is general.

the peak coming in November and December, in part because of the holiday trade, and representing an increase of approximately 8 to 10 per cent over the other winter months.

This is the condition in the year studied. What it is in other years in the same cities or for the same year in other places is not known.

Amount of Sales and Effect on Gross Margins, Operating Expenses, and Profits.

Without repeating what is said later, it may be concluded as follows:

1. The larger the store, the higher the cost of merchandise sold in terms of sales.
2. The larger the store, the smaller the gross margin as a per cent of sales.
3. The larger the store, the smaller the operating expenses.
4. The expense which decreases fastest, as a percentage of sales, with increasing volume is that paid for rent.
5. The larger the store, the more rapidly stock is turned.
6. The larger the store, the greater the chance of making a profit, and the less the chance of suffering a loss.

Why Sales in Retail Meat Stores Are Small per Store.

The small shop is supreme in the retail meat business primarily because:

1. The service rendered must be accessible to all with the minimum of inconvenience. Small units of operation seem necessary. There does not, however, appear to be the same necessity for small ownership units. If ownership units were larger, management would probably be more efficient.
2. It can be entered with little specialized training, and with small amounts of capital.
3. It attracts the "small" business man—a class too numerous and entering too rapidly into this trade.

Cost of Merchandise Sold

Cost of Merchandise Sold Defined and Explained.—By the expression "cost of merchandise sold" is meant the cost price to the merchant of the goods which he sells. This amount is made up of the inventories on hand at cost price at the beginning, less the inventories on hand at cost price at the end of a period, plus the merchandise purchased at cost price during a period.

It is, therefore, the total value (at cost price) of merchandise which a merchant sells. The difference between the cost and the sale price of the merchandise constitutes the gross margin. Out of this expense must be paid and profits, if there are to be any, made.

The amounts of the gross margins for merchants located in different cities, operating shops of different size, and making a profit or suffering a loss are discussed in the following section. If margins are high, cost of merchandise sold is low, and vice versa.

What Is the Cost of the Merchandise Sold as a Per Cent of Sales in Retail Meat Shops?

Typical Amounts for All Stores.—The most typical costs of merchandise sold for retail meat dealers range from 73 to 78 per cent of sales. The amounts for the middle 50 per cent of the dealers in the different cities combined varied from 71.5 to 80.5, the average being 77 per cent.

But margins are different for different stores depending, among other things, upon their size and the results of their man-

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are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

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Ice Making and Refrigerating Machinery Exclusively.
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agement. Generally speaking, the larger the store, the larger the cost of merchandise sold in relation to sales.

This is due in part to the fact that the shop doing a large volume of business must of necessity carry a wider range of products, but primarily to the fact that prices are lower. In fact, one of the main, if not the most important factor making for large volume, is low prices.

Moreover, the large store has smaller operating expenses in terms of the volume of business done than competitors with smaller sales.

Margins—"mark up"—do not have to be so high in order that a profit may be realized. The cost of goods sold relative to sales in such a store can be and is higher than that found in a store doing a small volume of business.

Cost of Merchandise Sold for Stores Making a Profit and for Those Suffering a Loss.—Stores making a profit have smaller cost of merchandise sold than those suffering a loss. This is equivalent to saying that the former have larger gross margins on the average than do the latter.

How is this fact to be harmonized with the fact as given in the preceding paragraph that large stores—generally more profitable than small ones—have a larger cost of merchandise sold in terms of sales than do the small ones?

Volume of business as such does not guarantee a profit. It is true that expenses of the large stores are smaller as a per cent of sales than they are for the small ones, but they must be more than equaled by margins if profits are to be made.

It is the size of the margin over which an individual store has the least control. It is fixed primarily by price competition. The less the competition, the larger may be the margin. But high margins are not necessary in order that profits may be made. But if they are to be made they must in all cases exceed the expenses.

The average cost of merchandise sold in profit stores is 76.15 per cent of sales;

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in those losing money, 81.11 per cent. These are the figures for the three cities combined. For the different cities, the corresponding per cent are as follows:

New York: profit stores, 76.53; loss stores, 84.22.

Chicago: profit stores, 76.44; loss stores, 79.14.

Cleveland: profit stores, 74.63; loss stores, 78.91.

Fundamental Causes for Relatively High or Low Cost of Merchandise Sold with a Given Volume of Sales.

The causes which explain relatively high or low cost of merchandise sold relative to sales with a given volume of business are the same as those which explain relatively low or high gross margins. These are given later in the discussion of the latter topic, and do not need to be repeated here.

[The next installment will discuss "Gross Margins" in retail stores.]

Headquarters for
Packers' Genuine Vegetable Parchment and Waxed Papers
Kalamazoo Vegetable Parchment Co., - - - Kalamazoo, Mich.

New York Section

After an association of twenty-six years with Woodward & Dickerson, Philadelphia, Pa., Samuel D. Keim resigned on July 1st.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending June 28th on shipments sold out, ranged from 8.00 to 17.50 cents and averaged 14.53 cents per pound.

In view of the approaching bathing season Mrs. Fred Hirsch, wife of the business manager of the Bronx Branch, United Master Butchers of America, is advising her friends that water is not good for wrist watches.

A. Frank & Sons, wholesale dealers in calves' heads, feet and tongues have removed from 789 First Avenue to larger and more commodious quarters at 419 East 44th Street. The firm name has been changed from A. Frank & Son to A. Frank & Sons.

Henry C. Woodruff, vice-president, The Brecht Company, New York, was in town for a few days after a winter spent in the South. He left for a trip through Canada and will spend the summer in a little fish-

ing village near Quebec, where he expects to excel his Florida record for big hauls.

The Ladies' Auxiliary, United Master Butchers of America, held the last meeting for the season on Wednesday afternoon. Due to the terrific heat, the attendance was not as large as expected and it was decided to hold the report of the convention and other important matters over until the first fall meeting.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending June 28, 1924: Meat—Manhattan, 2,984½ lbs.; Brooklyn, 1,170 lbs.; total, 4,231 lbs. Fish—Manhattan, 7,250 lbs.; Brooklyn, 74 lbs.; total, 7,324 lbs. Poultry—Manhattan, 15 lbs.; The Bronx, 40 lbs.; total, 55 lbs.

The meeting of the Washington Heights Branch, United Master Butchers of America, on Monday evening was almost entirely given over to the report of the convention proceedings at Rochester. The report was made by Charles Hembdt and keen interest was taken in the statistics

given in the report of the national secretary, John A. Kotal. These statistics caused many of the members to figure their own business on the proper basis.

While in New York recently Mr. Joseph Seng and his two daughters and Mr. Charles Munkwitz of Milwaukee were entertained by Mr. and Mrs. A. F. Grimm, Mr. and Mrs. George Kramer and Mr. and Mrs. Moe Loeb. There were a number of others who wanted to entertain but were unable to do so as these popular Wisconsinians had to return home. A royal welcome was given and that it was appreciated was proven by Mr. Seng's own words "the boys are too good."

Elinor Hembdt, the youngest daughter of Mr. and Mrs. Charles Hembdt, who took charge of the market while daddy and mother were attending the convention of the State Association of United Master Butchers of America, is on the honor roll of her school again this session. Although she was in the school only six months at the end of the last session and despite the rule that pupils must be in the school at least a year before being placed on the honor roll, the merits of her work were so pronounced that this honor was accorded her.

J. H. Rayner & Co., well known established exporters and importers, has been reorganized under the name of Rayner and Stonington, Inc. It will be conducted along the same lines as the old corporation with E. H. L. Stonington as president, Henry Kassner, treasurer; Joseph B. Cleaver, manager; Samuel Y. Coyne, secretary. The directors include the officers and Wilfred Heyworth, who is chairman of the Board of Directors of J. H. Rayner & Co., Ltd., Liverpool and London, and William U. Goodbody of Goodbody, Danforth & Glenn, counsellors at law.

On June 30th The Sinclair Sales Company moved from 115 South Market Street to 81-83 South Market Street, Boston. On account of the growth of the business it was necessary to move to larger quarters, after a period of a little less than eight years spent at the 115 South Market Street address. The company will occupy a five story building which has been remodeled into an up-to-date branch house. In addition to the provision department, beef shipped from the West will be handled. At the new location Manager Lombard will give special attention to the constantly increasing trade in Fidelity hams and bacon.

A CLEVER ADVERTISING IDEA.

The idea of capitalizing on the nation's activities of the day was utilized by Armour and Company in their Star ham promotion work.

During the period of the Democratic National Convention at New York, a political window display, featuring Star ham being nominated to head the national meal ticket, was used extensively all over the country.

The display is made up in the form of a half page newspaper, burlesquing convention news, with a cartoon featuring the democratic donkey, his mouth watering, being served a ham by the company's well known "Ham What Am" man.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Wednesday, July 2, 1924, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$16.50@17.00	\$14.50@15.00	\$15.00@16.50	\$17.00@18.00
Good	15.00@16.00	13.00@14.50	12.00@15.00	14.50@16.50
Medium	14.00@15.00	12.50@13.00	11.00@13.00	12.00@14.00
Common	11.00@12.50	10.00@12.00	8.00@11.00	9.00@12.00
Cows:				
Good	13.00@14.00	10.00@11.50	11.00@12.50	11.00@12.00
Medium	11.00@12.00	8.00@9.00	8.50@11.00	9.00@10.00
Common	8.50@10.50	7.50@8.00	7.50@8.50	7.50@9.00
BULLS:				
Good .....	.....	9.50@10.50	.....	.....
Medium .....	.....	8.50@9.50	.....	.....
Common	7.50@7.25	.....	8.00@9.00	.....
Fresh Veal—				
Choice	16.00@17.00	.....	15.00@17.00	17.00@18.00
Good	14.00@15.00	.....	13.00@15.00	15.00@16.00
Medium	12.00@14.00	10.00@12.00	11.00@13.00	11.00@14.00
Common	8.00@11.00	7.00@9.00	8.00@11.00	7.00@10.00
Fresh Lamb and Mutton—				
LAMB:				
Spring	28.00@29.00	25.00@27.00	27.00@29.00	27.00@29.00
Choice	26.00@28.00	22.00@23.00	23.00@27.00	25.00@27.00
Good	20.00@24.00	18.00@21.00	18.00@22.00	22.00@24.00
Medium	15.00@18.00	12.00@17.00	14.00@18.00	20.00@22.00
Common .....	.....	.....	.....	.....
YEARLINGS:				
Good	23.00@24.00	18.00@20.00	20.00@22.00	24.00@25.00
Medium	20.00@22.00	14.00@17.00	18.00@20.00	20.00@23.00
Common	15.00@20.00	.....	15.00@18.00	.....
MUTTON:				
Good	12.00@14.00	12.00@13.00	11.00@13.00	13.00@15.00
Medium	11.00@13.00	10.00@12.00	9.00@11.00	11.00@13.00
Common	8.00@10.00	8.00@9.00	7.00@9.00	8.50@11.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	15.50@17.00	15.00@16.00	16.00@18.00	17.00@19.00
10-12 lb. average	14.00@15.00	15.00@16.00	15.00@17.00	16.00@17.00
12-14 lb. average	13.00@14.00	14.00@15.00	14.00@15.50	14.00@16.50
14-16 lb. average	11.50@12.50	13.00@14.00	13.00@14.50	13.50@14.50
16 lbs. over	11.00@11.50	11.00@13.00	12.00@13.00	12.00@13.00
SHOULDERS:				
Skinned	9.00@10.00	.....	9.00@11.00	10.00@11.00
PICNICS:				
4-6 lb. average	9.00@9.50	9.50@10.00	10.00@11.00	9.00@10.00
6-8 lb. average	8.50@9.00	9.00@9.50	8.50@9.50	.....
BUTTS:				
Boston style	12.50@13.50	.....	13.00@14.50	13.50@14.00

*Veal prices include "hide on" at Chicago and New York.

LOCAL AND PERSONAL.

A new meat market, known as the Redwood City Meat Company, has been started in Redwood City, Calif., by Fred W. Danz and Henry McGraw.

The Woodhull Grocery and Meat Company has been incorporated in Woodhull, Ill., with a capital stock of \$10,000, by Nancy R. Shaklee, C. L. Shaklee and C. E. Nelson.

A new meat market has been opened at 2808 West End, Nashville, Tenn., by F. J. Hemmen, George Bean and Edward Draper.

A. Kreutz has opened a new meat market at 508 Broadway, Saratoga Springs, N. Y.

A new meat market has been opened in Harrison, N. Y., by Wm. Loescher.

A new meat market is soon to be opened in Pennville, Pa., by W. L. and W. F. Crushong.

Herman Degenkolbe has sold his meat market in Sheboygan, Wis., to his son, Fred Degenkolbe.

George Robinett has opened a new meat market at 450 S. Meridian street, Indianapolis, Ind.

A new meat market and delicatessen has been opened at 4206-10 College avenue, Indianapolis, Ind., by the Indiana Market Company.

George Kane has opened a new meat market in St. Marys, W. Va.

The Allair Meat Market has been incorporated in Newark, N. J., with a capital stock of \$25,000 by Michael J. Quigley and others.

Myer Korn has sold his meat market and grocery in Oil City, Pa., to John Schlicht.

A new meat market has been opened in Hazelton, Pa., by Wm. Schroener.

Paul Chittester has sold his meat market in Brookville, Pa., to W. A. Reitz and Guy R. Wetzell.

Louis Notarianni and his son Joseph plan to open a new meat market in Johnsbury, Pa.

DeCampua Brothers have opened a branch meat market in Sharon, Pa.

A new meat market has been opened at 2125 Tenth street West, Seattle, Wash., by H. U. Chenier and M. M. Quinn.

H. J. Voegel has opened a new meat market in Wenatchee, Wash.

The meat market of J. A. Carter in Kalama, Wash., was recently destroyed in a fire which did considerable other damage in the town.

L. C. Ives has opened a new meat market in Cashmere Valley, Wash.

J. L. Atwood has sold his meat market in American Fork, Utah, to Archie Boren.

W. O. Packard has engaged in the meat business in Falls City, Neb.

Hansen & Ladwig have succeeded Hansen & Nielsen in the ownership of the Blair Meat Market, Blair, Neb.

John H. Baichtal has sold his stock of meats, etc., in Sac City, Ia., to Fred Stotts.

Chas. Vonasek has engaged in the meat business at Sterling, Neb.

John G. Meyer has purchased the I. El-singer butcher shop, Pender, Neb., and will consolidate it with his own.

J. A. Burkley has become sole owner of the Milford Meat Market, Milford, Neb.

Tom Stephenson has purchased the North Meat Market in Lexington, Neb.

Joe Kubat has engaged in the meat business in Certe, Neb.

Paul M. Ebert has purchased the Peterson Meat Market in Valley, Neb.

Jim Wilson is about to open a butcher shop in Fullerton, Neb.

Al Ulstrap has purchased the interest of his partner, C. W. Tudor, in their meat market in Ashland, Neb.

John Seymour has opened a meat shop



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

John Wilson's Butcher Knives and Steels

1750 Standard of the World 1924
THE BEST THEN THE BEST TODAY
I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

in Salem, Ore., to be known as the Valley Market.

The Peoples Market has been opened in The Dalles, Ore., by J. A. Beaudoin.

J. W. Wanamaker has engaged in the meat business at 1888 Fremont, Portland, Ore.

W. L. Fellows has purchased the City Market in Culdesac, Ida., from E. H. Saxe.

Gabriel J. Tesar has purchased the meat market of Kunc & Indra, Leigh, Neb.

Fred Noller has sold out his butcher shop in Courtland, Kas., to Hop Sanders, the former owner.

M. A. Dowse has again taken charge of the City Meat Market in Great Bend, Kas.

H. W. Harris, of Hoxie, has purchased the meat market at 248 N. 13th street, Salina, Kas., from G. A. Frost.

Fred Streeter has purchased the Star Meat Market at 1339 Belmont street, Portland, Ore., from C. R. Pool.

J. C. Snider has engaged in the meat business at 4215 41st street, Portland, Ore.

A new meat market has been opened in Roberts, Wis., by Lawrence Bonnes.

James Roberts has sold his meat market at Albion, Nebr., to J. W. Porter.

A new meat market has been opened in Lexington, Nebr., by Thomas Stephenson.

Gabriel J. Tesar has purchased the butcher shop of Kunc & Indra, Leigh, Nebr.

Carpenter & Berry have reopened the Fort Laramie Meat Market, Fort Laramie, Wyo.

A. A. Simmunaci and John Olsen have purchased the Central Market, Atamtoc, Ia., from P. H. Rosenblatt.

W. V. Alton has engaged in the meat business in Randolph, Nebr.

Cecil Dennis is about to engage in the meat and grocery business in Glenrock, Wyo.

Leonard Elsinger has sold his meat business in Pender, Nebr., to John G. Meyer.

Dan McKenzie will open a new meat market on Central avenue, Cawker City, Kans.

H. L. Reboul, who has a meat market in Riley, Kans., has purchased and will operate a shop in Broughton, Kans.

C. N. Hanes, has purchased and will operate the Palace Meat Market in Halstead, Kans.

B. H. Watkins has opened a meat and grocery business at Independence, Kans.

Martin Chopp has purchased the meat business of Henry Popper, 909 W. Warren avenue, Detroit, Mich.

E. Erickson has sold his meat business

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

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SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

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Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
136 Liberty Street NEW YORK

at Third and D streets, La Verne, Calif., to B. F. Maxwell.

W. O. Moore and Everett DeBolt are opening a line of meats and groceries in Chandler, Ariz.

W. J. Fannon has succeeded to the meat and grocery business of Fannon & Schwuckow, 704 E. Church St., Stockton, Calif.

The meat and grocery establishment of G. Steinert in Sanger, Calif., has been damaged by fire to extent of \$11,000.

C. A. Pauley has purchased the interest of G. W. Bratton in the Sanitary Meat Market, Klamath Falls, Ore.

H. J. Gruen has purchased the business of the Campbell Meat Co., 1407 Sandy street, Portland, Ore.

C. Nasser has disposed of his interest in the Rainier Meat Co., Rainier, Ore., to Fred Norris.

E. Gates has opened in the meat business in Eugene, Ore.

Carl Slater, of Marysville Meat Co. has opened a branch market at Lakewood, Wash.

John Kirschner & Sons have opened meat business at Fourth and Cherry streets, Marshfield, Wis.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 8.50@10.25
Cows, canners and cutters	\$ 1.75@ 3.75
Bulls, bologna	\$ 4.50@ 4.85

LIVE CALVES.

Calves, veal prime, per 100 lbs.	\$11.50@11.75
Calves, veal common to medium	\$ 7.00@11.00
Calves, veal, culls, per 100 lbs.	\$ 6.00@ 7.00

LIVE SHEEP AND LAMBS.

Lambs, yearlings unshorn, prime, 100 lbs.	\$15.00@15.50
Sheep, ewes, prime, 100 lbs.	\$ 5.00@ 6.00
Sheep, ewes, common to good, 100 lbs.	\$ 2.50@ 3.50

LIVE HOGS.

Hogs, heavy	\$7.75@7.90
Hogs, medium	7.85@8.00
Hogs, 140 lbs.	7.85@8.00
Pigs, under 70 lbs.	7.00@7.25
Roughs	@6.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	.17 @18
Choice, native, light	.17 @18
Native, common to fair	.16 @16½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.14 @15
Native choice, yearlings 400@600 lbs.	.16 @17
Western steers, 600@800 lbs.	.13 @14
Texas steers, 400@600 lbs.	.9 @12
Good to choice heifers.	.16 @17
Good to choice cows	.13 @13
Common to fair cows	.9 @11
Fresh bologna bulls	@ 9

BEEF CUTS.

	Western.	City.
No. 1 ribs	@21	23 @25
No. 2 ribs	@16	20 @22
No. 3 ribs	@12	18 @19
No. 1 loins	@25	34 @36
No. 2 loins	@18	30 @32
No. 3 loins	@14	27 @29
No. 1 hinds and ribs	.26 @28	22½@24
No. 2 hinds and ribs	.23 @24	19 @21
No. 3 hinds and ribs	.19 @20	18 @18½
No. 1 rounds	@16	@17
No. 2 rounds	@12	15 @16
No. 3 rounds	@10	@14
No. 1 chucks	@11	11 @12
No. 2 chucks	@ 8	9½@10½
No. 3 chucks	@ 5	8 @ 9
Bolognas	@ 6	9 @10
Rolls, reg., 6@8 lbs. avg.	.22 @23	
Rolls, reg., 4@6 lbs. avg.	.17 @18	
Tenderloins, 4@5 lbs. avg.	.09 @70	
Tenderloins, 5@6 lbs. avg.	.80 @90	
Shoulder clods	.10 @11	

DRESSED CALVES.

Prime	.18 @19
Choice	.18 @19
Good	.14 @16
Medium	.12 @13
Common	.9 @11

DRESSED HOGS.

Hogs, heavy	@11½
Hogs, 180 lbs.	@11½
Hogs, 160 lbs.	@11½
Hogs, 140 lbs.	@11½
Pigs, 80 lbs.	@11½

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	.26 @27
Lambs, poor grade	.20 @23
Sheep, choice	.14 @14
Sheep, medium to good	.12 @13
Sheep, culls	.10 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.18 @18½
Hams, 10@12 lbs. avg.	.18 @18½
Hams, 12@14 lbs. avg.	.18 @18½
Picnics, 4@6 lbs. avg.	.11½@12
Picnics, 6@8 lbs. avg.	.11½@12
Boiled hams, 6@8 lbs. avg.	.13 @14
Beef tongue, light	.30 @34
Beef tongue, heavy	.35 @40
Bacon, boneless, Western	.17 @18
Bacon, boneless, city	.15 @16
Pickled bellies, 10@12 lbs. avg.	.18 @14

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	.17 @18
Fresh pork tenderloins	.52 @55
Frozen pork loins, 10-12 lbs. avg.	.16 @17
Frozen pork tenderloins	.40 @45
Shoulders, city, 10@12 lbs. avg.	.11 @12
Shoulders, Western, 10@12 lbs. avg.	.10 @11
Butts, boneless, Western	.17 @18
Butts, regular Western	.14 @15
Fresh hams, city, 8@10 lbs. avg.	.18 @19
Fresh hams, Western, 10@12 lbs. avg.	.16 @17
Fresh picnic hams, Western, 6@8 lbs. avg.	.10 @11
Extra lean pork, trimmings	.13 @14
Regular pork trimmings, 50% lean	.8 @ 9
Fresh spare ribs	.8 @ 9
Raw leaf lard	.12 @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	90.00@100.00
Black hoofs, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@80c	a pound
Fresh steer tongues, L. C. trim'd	@85c	a pound
Calves, heads, scalded.	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@65c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@16c	a pound
Oxtails	@12c	each
Hearts, beef	@ 7c	a pound
Beef hanging tenders	@14c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@ 2
Breast fat	@ 3½
Edible suet	@ 5
Cond. suet	@ 4
Bones	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white	16½	19½
Pepper, Sing., black	11	14
Pepper, red	10	14
Allspice	6½	9½
Cinnamon	10½	14½
Coriander	7½	10½
Cloves	20	34
Ginger	23	26
Mace	60	71

CURING MATERIALS.

	Bbls.	per lb.
In lots of less than 25 bbls.		
Double refined saltpetre, granulated	6½c	6½c
Double refined saltpetre, small crystals	7½c	7½c
Double refined nitrate soda, granulated	4½c	4½c
Double refined nitrate soda, crystals	5½c	5½c
In 25 barrel lots:		
Double refined saltpetre, granulated	6½c	6c
Double refined saltpetre, small crystals	7½c	7c
Double refined nitrate soda, granulated	4½c	4½c
Double refined nitrate soda, crystals	5½c	5c
Carload lots:		
Double refined nitrate of soda, granulated	4½c	4½c
Double refined nitrate of soda, crystals	5c	4½c

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up.
Prime No. 1 veals	20	2.40	2.65	2.90	3.75
Prime No. 2 veals	18	2.20	2.40	2.65	3.50
Buttermilk No. 1	17	2.05	2.30	2.55	...
Buttermilk No. 2	15	1.85	2.05	2.30	...
Branded, grubby	12	1.45	1.65	1.90	2.30
No. 8					At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry picked—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	.29 @30	
Western, 48 to 54 lbs. to dozen, lb.	.27 @28	
Western, 43 to 47 lbs. to dozen, lb.	.25 @26	
Western, 36 to 42 lbs. to dozen, lb.	.24 @25	
Western, 30 to 35 lbs. to dozen, lb.	.23 @24	
Fowls—Frozen—dry picked, corn fed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	.33 @36	
Western, 48 to 54 lbs. to dozen, lb.	.31 @33	

Western, 43 to 47 lbs. to dozen, lb.	.30 @34
Western, 36 to 42 lbs. to dozen, lb.	.29 @33
Western, 30 to 35 lbs. to dozen, lb.	.28 @32

Fowls—Ice-dry—dry picked, milk fed—barrels:		
Western, dry picked, 5 lbs. and over, lb.	.24 @26	
Western, dry picked, 4½ lbs. each, lb.	.24 @25	
Western, dry picked, 3½ lbs. each, lb.	.20 @22	
Old Cocks—dry picked—boxes:		
Western, dry picked, 4½ to 5½ lbs., boxes	.24 @25	
Western, scalded, bbls.	.23 @25	

Ducks—		
Long Island, No. 1, per lb.	@22	
Squabs—		
White, 12 lbs. to dozen, per dozen	7.00@8.00	
White, 10 lbs. to dozen, per dozen	5.50@6.00	
Culls, per doz.	1.00@ 2.00	

LIVE POULTRY.

Broilers, colored, via express	.43 @45
Ducks, via express	.19 @20
Creamery, firsts (90 to 91 score)	.40 @41
Creamery, seconds	.38½@37½
Creamery, lower grades	.35 @36

BUTTER.

Creamery, extra (92 score)	.41½@42½
Creamery, firsts (90 to 91 score)	.41 @42
Creamery, seconds	.37 @38½
Creamery, lower grades	.35 @36½

EGGS.

Fresh gathered, extra, per doz.	.31 @32
Fresh gathered, extra first	.28 @29
Fresh gathered, firsts	.27 @27½
Fresh gathered, checks, fair to choice dry	.23½@24

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	@2.55
Ammonium sulphate, double bags, per 100 lbs., f. o. b. New York	@2.60
Blood, dried, 15-16% per unit	@3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f. o. b. fish factory	3.25 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., 2 o. b. fish factory.	2.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	@2.60
Soda nitrate, in bags, July-Aug.	2.35@2.37½
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.	2.75 and 10c
Tankage, unground, 9-10% ammonia.	2.35 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton	@26.00
Bone meal, raw, 4½ and 50 bags per ton	@30.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 10%	@ 7.50
Potash.	
Kalnit, 12.4%, bulk, per ton	@ 7.22
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@33.00
Sulphate, in bags, basis 90% per ton	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending June 26, 1924.

	June	20	21	22	23	24	25
Chicago	.40	.40½	.40½	.39½	.39½	.39	.39
New York	.42	.42½	.42½	.42½	.42	.41½	.41½
Boston	.42	.42½	.42½	.42½	.42½	.42	.42
Philadelphia	.42½	.43	.42½	.42½	.42	.42	.42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

39½ 39½ 40 39½ 39½ 39

Receipts of Butter by Cities (tubs).

	This week.	Last week.	Last year.	Since Jan. 1, 1924.	1923.
Chicago	62,482	70,507	65,321	1,748,645	1,553,924
New York	78,082	78,010	87,002	1,599,597	1,733,819
Boston	34,830	36,704	31,619	641,415	581,640
Philadelphia	26,274	25,569	16,548	597,268	481,467
Total	201,668	210,790	201,000	4,496,915	4,350,850

Cold storage movement (lbs.):

	Into storage.	Out of storage.	On hand June 20.	Cor. day of last year.
Chicago	492,560	35,051	11,516,282	10,821,725
New York	525,845	44,541	8,088,359	9,312,626
Boston	418,749	29,894	9,027,480	5,721,730
Philadelphia	185,038	24,110	4,517,737	3,830,676
Total	1,630,192	133,596	33,149,864	29,686,757

Seventeen Factories are Busy Cutting Shipping Costs

In seventeen cities, General Box factories are busy turning out Pioneer Wirebound Boxes and Crates. A good share goes to the meat packing industry.

This general endorsement by the trade is due to the substantial economies effected by the use of Pioneers: less weight, saving freight and express costs; less time in assembly, saving labor costs; greater strength and protection to the products in transit; 5% greater capacity than the nailed wooden box; easier opening and unpacking by the dealer.

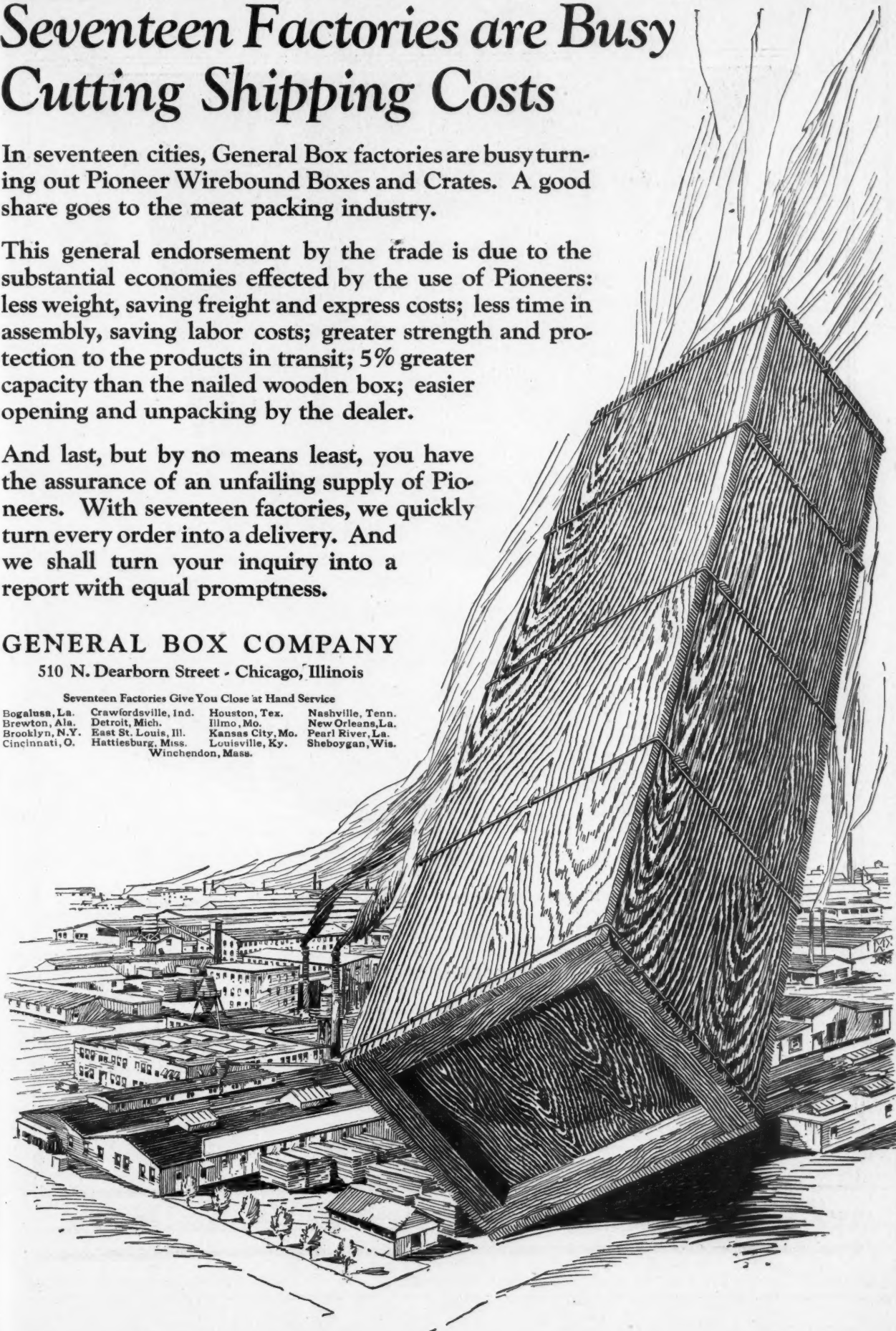
And last, but by no means least, you have the assurance of an unfailing supply of Pioneers. With seventeen factories, we quickly turn every order into a delivery. And we shall turn your inquiry into a report with equal promptness.

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Seventeen Factories Give You Close at Hand Service

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GIVE your boys and girls good, growth-helping, muscle-making food, so that they can work well in school and play well outdoors. Spread their bread with Wilson's *Certified* Oleomargarine. It contains the rich food elements so essential for the growing child. Rich, creamy in flavor, appetizing, satisfying in taste—a product that proves itself to have the *quality* which earns our *Certified* label and backs up our “money-back” guarantee.

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This mark **WILSON & CO.** your guarantee

The Wilson label protects your table



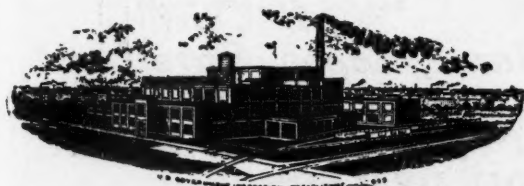
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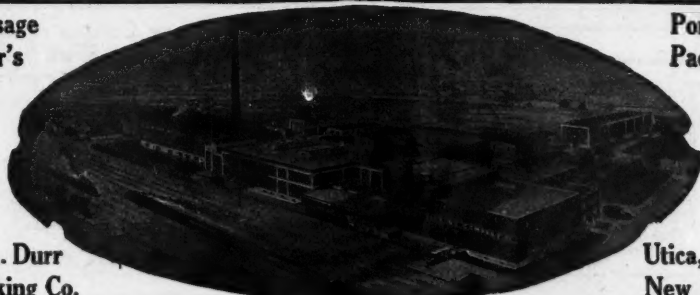
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Specialties: All packing house product; all
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Codes: Armsby's Cross.
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of that sort.

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Tankage	Blood
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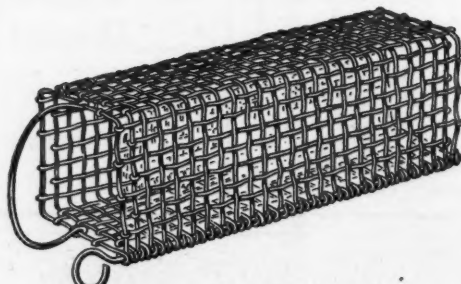
Packers tell us that Perfection Sausage Molds have doubled and trebled their sales on minced hams and other sausages. Molds sausage into square uniform shape that is easily and uniformly sliced—pay their original cost in time and labor saved in cooking, smoking and cooling.

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Are they what they ought to be? Do you want to better them? Practical man with 20 years experience will make contract based on results. W-638, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Do you need a superintendent or manager who will put the quality of your product and your operating costs where "Selling Right" won't be different? If so address W-643, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Want Sausage Maker

Wanted, by small packer in Western Pennsylvania, first-class sausage maker. Must have first-class references. W-642, The National Provisioner, 15 Park Row, New York, N. Y.

Sausage Making Expert

Who knows product, finances and management, willing to consider partnership connection with sausage manufacturer who wants the right man to handle his business. W-558, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Who is thoroughly familiar with packing-house and sausage trade wanted for Pacific Coast states by a large import concern. State qualifications, references, etc., also salary expected. Splendid opportunity for right man. W-641, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Want Working Cellar Foreman

Prefer expert curing hams and bacon. Small packing house just starting in business. Located in Texas city of from 60,000 to 70,000 population. W-619, The National Provisioner, Old Colony Bldg., Chicago, Ill.

We Want Salesmen!

If you are a salesman—willing to work, and work like hell—follow instructions and know the meat business, you can make real money selling our \$485.00 specialty in the retail meat industry, which pays for itself quicker than any piece of equipment in the retail market.

Thousands of satisfied users and a big demand is being created through pleased owners.

If you have confidence in yourself—willing to work from 8 a.m. to 5 p.m.—have back-bone—you can earn from \$120.00 to \$400.00 weekly. Others are doing it. We are not looking for weather reporters or drawing account artists, as this is a strict commission proposition for men who are willing to pay the price of success by hard and steady work.

We require such men in practically all parts of the United States to join a large National Sales Organization now forming, but do not reply unless you come up to the above qualifications. Besides having a wish-bone, you must have a lot of back-bone.

Address W-588, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Wanted, experienced refrigerating engineer familiar with packing plant operations for plant located in Nashville, Tenn. State last ten years experience and salary wanted. W-640, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Position as Sales Manager

Wanted, position as sales manager. 10 years packinghouse selling experience. Now in charge of specialty sales department for large packer. Prefer location in or near Cincinnati. Location is reason for making change. W-639, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Second-hand lard roll 3x6, single roll with picker trough and pump. W-637, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Refrigerator Cars Wanted

Packer wants two refrigerator cars equipped for overhead carrying. New or good used equipment. W-634, The National Provisioner, Chicago, Ill.

Rendering and Settling Tanks

For sale, three rendering tanks, 14½ feet high by 4½ feet in diameter. Two settling tanks, one round and one square. All these tanks are as good as new, and guaranteed. Address Industrial Iron Works, 359 Van Horne St., Jersey City, N. J.

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For sale, knives and plates for No. 62 Enterprise grinder in following sizes: 3, 3/16 knives and plates; 1, ¼ knife and plate; 3, ½ knives and plates; 2, ¾ knives and plates. Welland Packing Co., Phoenixville, Pa.

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For sale: 10 Anderson oil expellers complete, excellent for extracting grease; 12 refrigerating machines from two to twenty tons capacity; 5 enameled tanks and kettles. Consolidated Products Co., Inc., 15 Park Row, New York, N. Y.

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For sale, established, modern sausage factory with wholesale meat and provision trade. Location, manufacturing city in Michigan. Growing business. Good opportunity for one or two men with some cash. Reasonable terms. Write for particulars. FS-626, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Aluminum ham boilers, oval style, in sizes 2, 3 and 4B. Apply to FS-624, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Ice Machinery For Sale

10 ton Brecht ice machine complete high side and motor, used 6 mo., \$1,000; 6 ton Remington ice machine including high side, \$700; 20 ton ice can plant complete, \$3,500; 10 ton ice can plant complete, \$2,500; two 30 ton York ice compressors, steam driven, \$1,500 each, 15,000 ft. 2-in. ammonia pipe, flanges, bends and valves attached. Chas. S. Jacobowitz, 1382 Niagara St., Buffalo, N. Y.

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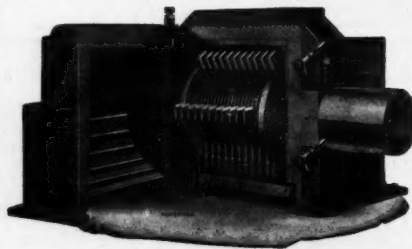
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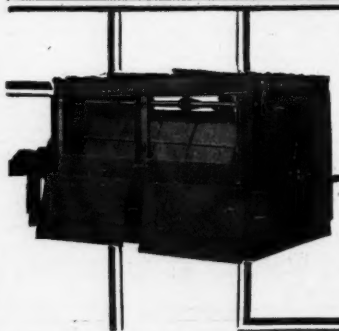
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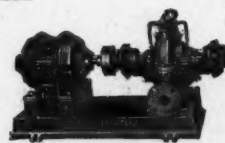
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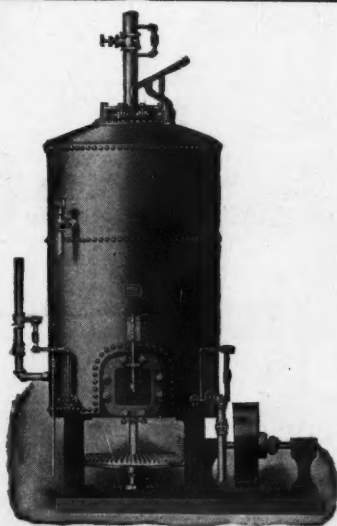
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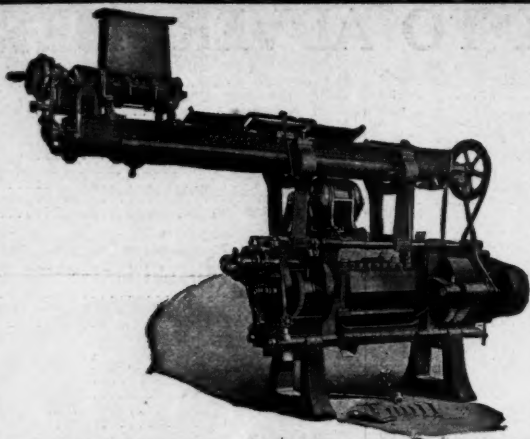
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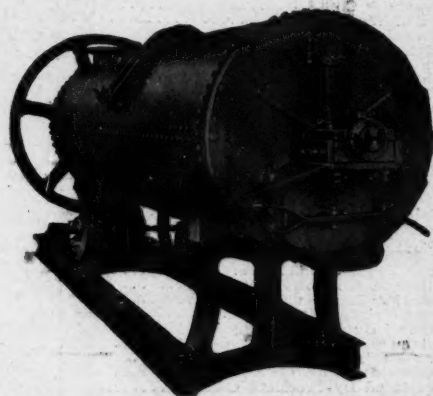
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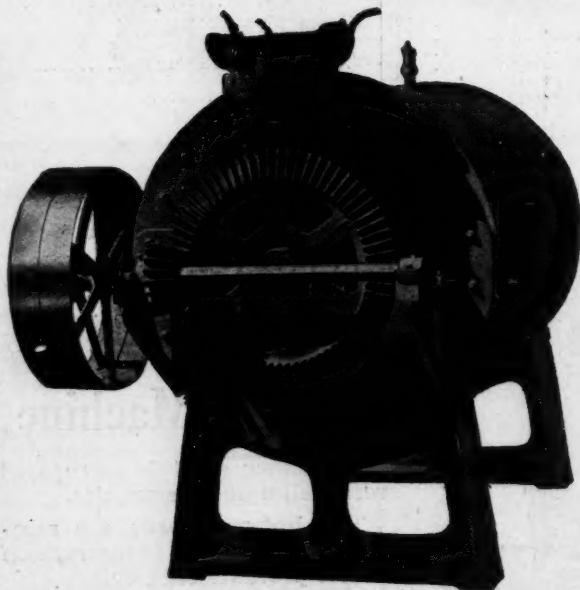


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